

Isle of Wight sealed off in move to curb foot and mouth

The Isle of Wight was virtually sealed off yesterday as the Government acted to eliminate foot and mouth disease, ordering the slaughter of 400 farm animals. Almost all transport and other

movements of farm animals were banned there and in much of south Hampshire. Scientists believe the wind carried the virus 150 miles from northern France, a record distance.

Four hundred animals slaughtered

By Hugh Clayton
Agriculture Correspondent

Four hundred farm animals were slaughtered and buried on the Isle of Wight yesterday in a government campaign to eliminate foot and mouth disease there.

Mr David Kyle, chief of the animal disease operations won of the Ministry of Agriculture, Fisheries and Food, said: "The prediction of the scientists is that it does not represent a significant risk to any part of the British mainland."

Government scientists believe that the virus must have been carried by the wind over a record distance of 150 miles from northern France where the disease has been found in the month in several pig herds.

Mr Kyle said: "Sixty miles was the previous record in ideal weather."

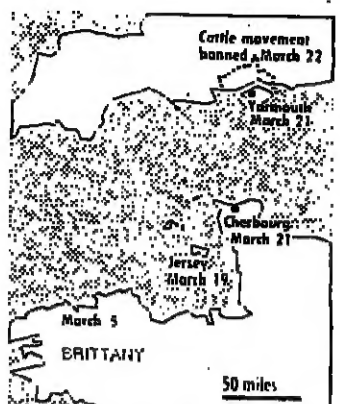
Mr Howard Rees, chief veterinary officer with the Ministry, added: "We have been very unlucky. The wind, something we cannot control, is one of the possible causes we may have to consider; also birds maybe. You can virtually exclude the movement of contaminated meat."

There are seven types of foot and mouth virus. Samples taken this month in northern France, and the Isle of Wight, are of the O type.

The animals destroyed yesterday included 166 cattle on the farm in the north of the Isle of Wight where the first outbreak of foot and mouth in Britain in almost 13 years was confirmed soon after midnight on Saturday. These animals were sent on Hamstead Farm near Portsmouth.

A further 40 cattle were destroyed at Warren Farm, near the most western point of the island, because a relief of the disease was feared. About 200 pigs kept about half a mile from Hamstead Farm were destroyed because pigs are the most susceptible species to the disease.

Almost all transport and other movements of farm animals were banned yesterday.



The progress of the disease since March 5.

on the island and in much of the mainland of south Hampshire. The restricted area includes more than 70,000 farm animals and some wild New Forest deer.

The only exceptions to the ban on movement are for animals entering restricted areas either for immediate slaughter or to be kept on farms where they must stay for at least a fortnight. Those exemptions must be covered by government licences.

Restrictions were imposed yesterday by invoking standing rules for declaring infected areas. All hunting, racing and coursing are now banned in the restricted area. Mr Robert Few, the tenant of Hamstead Farm, must stay there for at least three weeks. Staff in the operations room, created after the last British foot and mouth outbreak, said yesterday that they had traced 16 cattle which left the island on Thursday. "One of the neighbouring farmers sent them to a Southampton market," Mr Kyle said.

"The Ministry are now trying to slap on movement restrictions. We know exactly where they all are. Most were local purchases. There are some in the Midlands. If those 16 animals were infected there would be danger for other animals in that market."

Island stunned, page 2

The bans on movement of animals found to be infected or declared officially suspect last for at least three weeks, to cover, with a safety margin, the maximum incubation period of the virus. The period applies to 14 farms in Hampshire and Dorset which received cattle from Ringwood market, Hampshire, last Wednesday. That market was attended by a man who had been working a week ago on the farm in Jersey where foot and mouth was confirmed on Thursday.

Milk will still be collected from farms in restricted areas. All collections are now made by tanker lorries, not from churns. All tankers must be fitted with virus-proof filters and be fully cleaned and disinfected. Drivers are being told to do no more on each farm than is necessary for collection.

Disaster for farmer: The shooting and burial of the herd on Hamstead Farm started immediately the Ministry of Agriculture confirmed the outbreak (our Isle of Wight correspondent writes).

Mrs Helen Carpedale, who lives in a cottage on the farm of Mr and Mrs Robert Few, said: "It is a total disaster for me. I know there is financial compensation, but a farmer cannot build up a herd to resume his livelihood in a few weeks or even months, it takes years."

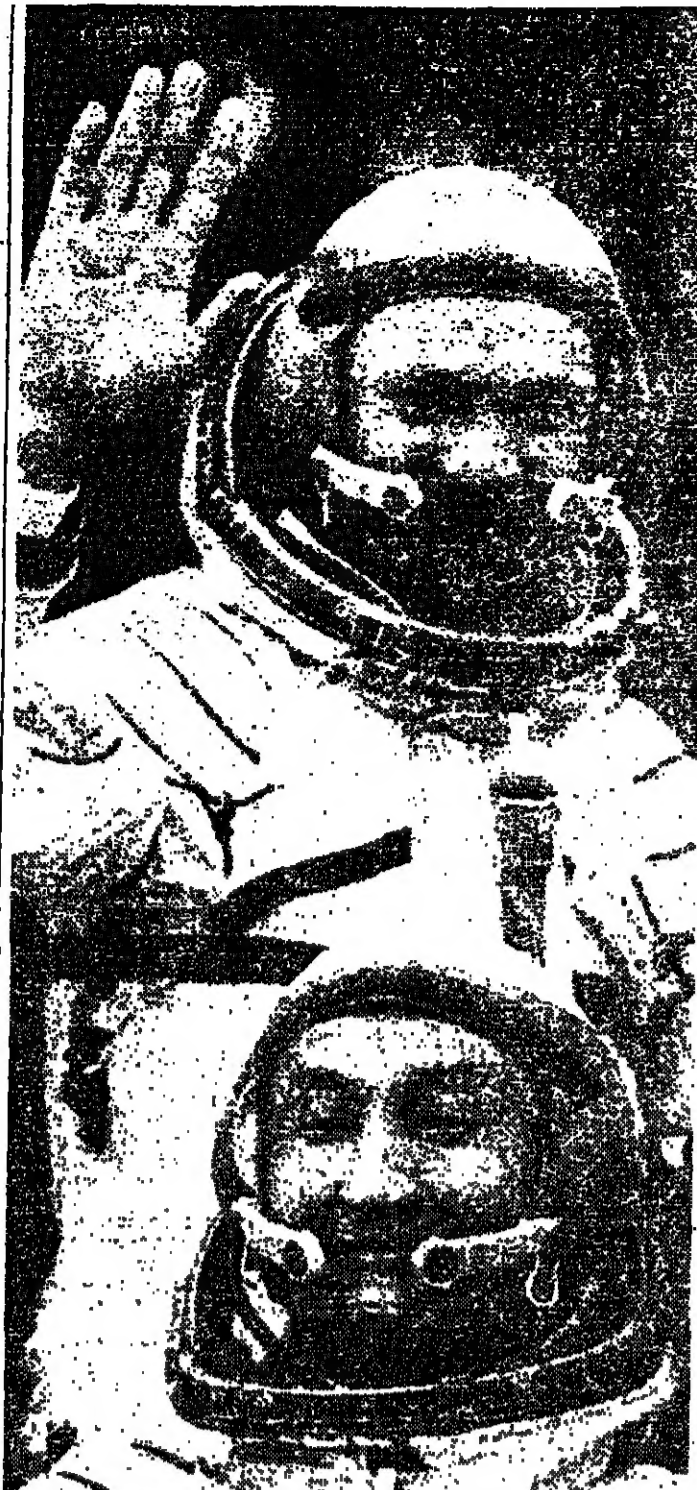
French checks: The prefect of the Manche has ordered precautionary measures to be taken in five municipalities in the north west of the Cherbourg peninsula, after a suspected outbreak of foot and mouth disease on a farm near Carteret (Charles Hargrove reports from Paris).

The measures follow those taken last week against the epidemic which broke out in the Côtes du Nord district of Brittany, as a result of which 9,246 animals were slaughtered, and some 500,000 inoculated.

No outbreaks have been detected since March 17 in that area, but there is some fear that the disease may have spread eastward to Normandy.

Referring to the restrictions on the Isle of Wight and surrounding area, Mr Kyle said: "I don't suppose one person in a hundred knows that they are not supposed to go to football matches, must keep dogs on leads, and that public footpaths are closed."

"Police have been given information but none has told them to disseminate it. I expected to see them out with loud hollers."



Mongolian in space: Colonel Vladimir Dzhanibekov and Captain Jurgendemidov Gurrachga (below), waving goodbye just before their Soviet spaceship Soyuz 39 was launched yesterday. The spaceship took off from Baikonur space centre and is due to link up with the Salyut 6 orbital space laboratory, which has been manned by two Soviet cosmonauts for the past nine days.

Captain Gurrachga, who is from Mongolia, graduated from a military school in the Soviet Union in 1972. A shepherd's son, Captain Gurrachga is the eighth non-Soviet cosmonaut to be launched into space under the Moscow-sponsored intercosmos programme.

Warsaw, March 22.—Current Warsaw Pact manoeuvres in Poland that were to end today have been extended because of the situation in the country. Mr Mieczyslaw Rakowski, Polish deputy Prime Minister, told Solidarity, the free trade union organization, a union source reported.

The source participated in inconclusive negotiations today between Mr Rakowski and union leaders on how to avert general strikes in protest against violent incidents in the northern town of Bydgoszcz last Thursday.

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

Military manoeuvres in Poland extended

Warsaw, March 22.—Current Warsaw Pact manoeuvres in Poland that were to end today have been extended because of the situation in the country. Mr Mieczyslaw Rakowski, Polish deputy Prime Minister, told Solidarity, the free trade union organization, a union source reported.

The source participated in inconclusive negotiations today between Mr Rakowski and union leaders on how to avert general strikes in protest against violent incidents in the northern town of Bydgoszcz last Thursday.

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

The official news agency, PAP, had earlier reported that General Wojciech Jaruzelski, the Prime Minister, who is also the country's minister of Defence, had travelled to the site of the manoeuvres today. A Tass report from Moscow has confirmed that General Jaruzelski had met Marshal Viktor Kulikov, the Soviet Commander-in-Chief of Warsaw Pact forces, to watch military exercises. The East German ADN news agency had said these manoeuvres, involving Soviet and Polish units, were taking place in south-western Poland.—Agence France-Presse. Talks suspended, page 4

Heseltine warning to councils as rate rises average 20.5%

By Christopher Warrman
Local Government Correspondent

Domestic rates will rise in April on average by 20.5 per cent, about £40 a household, according to figures published today by the Chartered Institute of Public Finance and Accountancy.

This average is far above the hopes of Mr Michael Heseltine, Secretary of State for the Environment, who was looking to increases in single figures if local authorities complied with the Government's guidelines on spending.

Mr Heseltine, in a television interview yesterday, gave a warning that he might take special powers against councils which failed to make the required reductions in expenditure, and added that the Government was considering reforming the rating system, with a local poll tax, local income tax and a local sales tax as possible alternatives.

Speaking on the London Weekend Television programme *Weekend World*, Mr Heseltine emphasized what he had told Conservative Party local government conference a fortnight ago: that if there was a sizable overspend by local government he might have to go back to Parliament and ask people to recognize that the traditional relationship between central and local government had changed.

"I don't want that to happen, because I think it would probably involve my asking for powers of a sort that would be, in the normal run of things, to be avoided. But the nature of any problem is such that I cannot allow the Government's economic strategy to be deliberately ignored for party political reasons, by the sort of

authority that is beginning to emerge on the left of the political spectrum," he said.

The programme explained that Mr Heseltine had hoped that councils would be deterred from overspending by fear of voters' reactions to high rate increases, but an opinion poll carried out in Coventry after the Labour council had approved a 37 per cent increase showed that more than half the voters still planned to vote Labour in the district council elections in May, 1982.

Domestic rate Non-dom.
Class of area, %
Inner London 40 112 33
Outer London 31 76 26
Metropolitan 28 49 24
Shires (England) 13 25 11
Shires (Wales) 19 24 14
Average 20.5 40 17

In 1981-82 the average domestic bill will be £234, compared with £194 for 1980-81. In rate poundage terms this means an increase in the domestic rate from 100p to just over 120p, and for industrial and commercial ratepayers an increase from 119p to just under 140p.

As the table shows, London and the other metropolitan areas have the highest increases, the result of a shift of government grant from these parts to the shire areas of England and Wales. The shift of some £300m has meant that the shire areas have had to increase their rates by 180 per cent, but with the county precept added this was reduced to 36.9 per cent.

Cities suffer most; and table, page 2

Scottish courts next for disruption

By Paul Routledge
Labour Editor

The courts in Scotland are the next target for disruption in the civil servants' campaign of selective strikes in pursuit of their 15 per cent pay claim. Disruption of the legal process in England and Wales may follow.

More than 500 key staff working in the Scottish civil and criminal courts are being called out today for a week, as the Council of Civil Service Unions (CCSU) steps up its industrial action against the Government's 6 per cent cash limit.

The Procurator-General's office is expected to be affected by walk-outs, and sheriffs' courts in Aberdeen, Edinburgh and Inverness are also on the union's "hit list".

Contingency plans for the disruption of courts in England and Wales will be drawn up early this week at a meeting of COCSU leaders.

The unions have set aside what they regard as "ample funds" to finance the strikes by court officers, who will be paid 85 per cent of their gross salary, while taking part in industrial action.

The COCSU action is designed to repeat the disruption of 1979, when sympathy stoppages—particularly in Scotland—created a huge backlog of legal actions and caused serious problems in the prison services. The Government had to pass emergency legislation to cope with the crisis.

Three unions are understood to be involved in the court strikes, and their membership ranges from 100 to the most senior clerks.

The Civil Service unions will also announce today that a further 100 specialist employees in Ministry of Defence establishments have been called out on strike.

Union leaders are meeting daily to monitor the progress of their stoppages and to determine new targets for disruption. They expect the strikes to last for two to three weeks more, before the Government seeks a reopening of talks on its offer of 7 per cent salary rises and a formula, as yet undetermined, for settling Civil Service pay in 1982.

Garwick delay: Passengers flying from Garwick airport at the weekend, many of them bound for skiing holidays, were delayed for up to two hours because of industrial action by passport control officers as part of the civil servants' pay dispute (a staff reporter writes).

A state of alarm involves the suspension of certain rights within a specific area for 15 days. A state of emergency may be declared only on the authority of the Congress of Deputies. Its duration is 30 days.

Most serious on the scale of the suspension of rights is a state of siege, involving the imposition of martial law in the affected area. This measure is not expected because it would effectively mean giving the Spanish military full control.

While the politicians and general prepare their new campaign against terrorism, the political-military wing of the ETA has revealed that it will end its 20-day old ceasefire because it did not gain the political concessions it sought.

An extreme right-wing organization, the Spanish Basque Battalion, claimed responsibility yesterday for a machine gun attack on three Spanish Basques—thought to be ETA members—in the French town of St Jean de Luz. One of the three was hurt.

Poor food is still listed as motorway hazard

By Robin Young
Consumer Affairs Correspondent

The most sorely tried stomachs in Britain have just returned a third time to the scenes of their utmost revulsion. Mr Egon Ronay is plainly by no means the only one of the inspectors he employs as he is in his criticism of the motorway service area operators their reports condemn.

Mr Ronay's new *Lucas Guide* just a Bite 1981, published today, includes his third detailed survey of motorway restaurants and cafeterias in Britain.

Complete continuity with previous surveys in 1977 and 1978 was ensured, Mr Ronay says, because "the same member of our team inspected every single establishment in all three years, always together with another colleague."

Mr Ronay does not say so, but the reinforcement may have been provided in case the luckless individuals going down the motorway card for a third time were overcome with nausea. The standard of food they found was "as awful as ever and worse in some cases."

Of 831 food items the inspectors tried in 57 restaurants and cafeterias, they found precisely five "commendable". Two were at the only establishment which was rated "good", the Alan Pons cafeteria at Harthill, Strathclyde, on the M8. Even there travellers are warned to "avoid indifferent shepherd's pie, watery carrots, inferior ham, poor cupcakes and doughnuts, and heavy fruit slices."

Three-quarters of the refreshment places are rated "poor" or "appalling", the rest "acceptable". Of five operators only Trusthouse Forte has improved the standards of food since 1978, their ratings improving from "poor" or "appalling" by nine to eight.

Motorists, Rank and Roadchef have no establishments rated acceptable, and Granada only one. Granada is said to have improved design and decor, but not the food.

In describing his inspectors' experiences, a despairing Mr Ronay empties the dictionary of terms of distaste and disgust. Along Britain's motorways, it seems, peas are "bullets", bread is "cottonwool" or "sweaty", and hamburgers "grizzly, greasy discs taking mainly of cereals and soy."

Uttering customers are given a warning that sausage rolls are the worst, but hamburgers are not far behind. "The preparation of good chips baffles ratings," Mr Ronay says, "and some 'very good'. In Britain, Mr Ronay suggests leaving the motorway to eat."

Mr Ronay, whose unavailing concern about motorway food dates back to 1959, complains that the recommendations of a 1978 committee of inquiry were ignored, and that the Ministry of Transport's present scheme to introduce star-rating for motorway service areas would be "a farce", devaluing the international symbol of excellence.

Just a Bite 1981, Penguin, £2.25.



Mike Hailwood: George Fordal for car rescue.

Mike Hailwood critically hurt in crash

Mr Mike Hailwood, former world motor cycling champion, is critically ill in a Birmingham hospital yesterday after a bad accident in which his daughter, Michelle, aged nine, died.

Mr Hailwood, aged 41, nine times world motor cycling champion, who was awarded the Distinguished Service Medal for bravery in 73 after rescuing Clay Regazzini from a blazing car during a South African Grand Prix, is in Birmingham Accident Hospital with severe head injuries.

The accident was on Saturday evening on the A435 near the Warwickshire-Worcestershire border when Mr Hailwood was in collision with a car. His son, Day, 10, was slightly injured but was discharged from hospital yesterday.

Mr Hailwood built a Labour Party as a very safe bet. He was a serious investor in only serious injury. He switched his records to four and although a German Grand Prix that he gave a serious crash, he was not hurt. He was not hurt. He was not hurt.

Man TT for the four.

Shadows over EEC summit

Heads of government of the 10, preoccupied by domestic problems, are gathering in the Dutch city of Maastricht for the EEC's spring summit, which opens today. The continuing deadlock in the fisheries dispute is expected to affect the tone of the summit talks and add to the troubled mood of the statesmen. Herr Schmidt, the West German Chancellor, is expected to take Mr Thatcher to task for Britain's refusal to ratify the EEC's fisheries accord with Canada.

Service pay suspicions
Suspicion is growing in the Services that the Government has been trying to limit their forthcoming rise by putting pressure on the Armed Forces Pay Review Body. They believe it has been asked to give more weight than before to relative security of Service jobs.

Lira devalued by 6pc
Italy has devalued the lira by 6 per cent and is raising its bank rate by 2.5 points to 19 per cent. The move came last night as part of austerity measures to rescue the country's economy which last week showed a record monthly payments deficit of 1,641,000m Lira (£720m).

Israel's war forecast
General Eliaz, Israel's Chief of Staff, foresaw a renewed wave of attrition along the Lebanese border if Palestinian guerrillas are allowed to extend their influence to southern Lebanon. He estimated Israel's support for Major Haddad, the Christian militia commander.

diary: How Toyota changed their name and their luck. Obituary: page 14. Rev Canon G. Twisleton-Wykeham-Piennes. Mr H. H. O. Chalk. Sport, pages 8-10. Cricket: Arty impresses on first tour appearance. South Africa: Test team. Football: Withdrawals from Wednesday's internationals. Rugby Union: Blakeway out of Argentina tour. Golf: Darcy wins Zambian Open. Hockey: Middlesex win county championship final. Business News, pages 15-20. Financial Editor: Indication;

banks without windfalls: British Sugar. Business features: Nicholas Birt examines the problems posed by the increased tax on oil companies operating in the North Sea; Michael Prest on the American oil companies' interest in mining. Business Diary: Profile of Mr Edmund Dell. Towns: Management: BMW's marketing secret: new life in a south London newspaper; one way to end an uneasy friendship.

14 Features 6, 12 Religion 14 TV & Radio 23
14 Letters 13, 16 Sale Room 14 Theatres, etc 23
12 Obituary 14 Science 14 25 Years Ago 14
14 Premium Bonds 14 Snow reports 14
4 Property 11 Sport 8-10 Wills 14

Pakistan likely to expel British mercenaries

Five Britons and an American who arrived in Pakistan with the much-publicised intention of helping the Afghan resistance fighters are likely to be deported. Britain and America have denied any links with the mercenaries whose presence they regard as valuable propaganda to the Russians.

Weak spots in Nato
Nato's crisis management exercise Winter/Cimex 81, which takes place every two years, showed up four main weaknesses in the alliance; a lack of civil defence measures, vulnerable lines of communications, gaps in air defence and the chemical warfare threat.

'Observer' bid
Mr Roland (Tiny) Rowland appears to have succeeded in his efforts to gain a half share in The Observer. He emphasized that he would not have controlling interest and rejected criticism that he had acted in a clandestine manner.

Minister attacks Budget
Defenders of monetarism seemed unperturbed by an attack made by Mr Peter Walker on Budget strategy, but his speech served to confirm that he had other so-called "wets" are fighting to get aid for industry.

The Gulf: Signs that Iran is anxious for a quick end to the conflict with Iraq.

Classified advertisements: Personal, pages 22, 24. Commercial Properties and Services to the Business World, 11. Public and Educational Appointments, 11, 18. Reader Service Directory 21. Other Appointments 11, 22.

diary: How Toyota changed their name and their luck. Obituary: page 14. Rev Canon G. Twisleton-Wykeham-Piennes. Mr H. H. O. Chalk. Sport, pages 8-10. Cricket: Arty impresses on first tour appearance. South Africa: Test team. Football: Withdrawals from Wednesday's internationals. Rugby Union: Blakeway out of Argentina tour. Golf: Darcy wins Zambian Open. Hockey: Middlesex win county championship final. Business News, pages 15-20. Financial Editor: Indication;

banks without windfalls: British Sugar. Business features: Nicholas Birt examines the problems posed by the increased tax on oil companies operating in the North Sea; Michael Prest on the American oil companies' interest in mining. Business Diary: Profile of Mr Edmund Dell. Towns: Management: BMW's marketing secret: new life in a south London newspaper; one way to end an uneasy friendship.

Murder of colonels spurs Madrid to speed up action against terrorists

From Harry Debelius
Madrid, March 22

Reacting to growing pressure from the military to have a state of emergency declared in the Basque region, the Government promised today "to speed up the execution of measures, recently adopted," and to bring in "new actions to reinforce the anti-terrorist struggle."

The promise came after a meeting between Señor Leopoldo Calvo Sotelo, the Prime Minister, and five Cabinet members.

The assassination of two army officers in Basque country is thought to be the start of a new campaign by the military against the outlawed separatist organization ETA (Basque Homeland and Liberty), designed to incite Spain's armed forces.

An exact definition of the "new actions" was not given but a spokesman said they "require the active cooperation of political and social forces". He did not explain that phrase, either. The ministers' meeting is to be resumed tomorrow—Foreign, Defence Interior, Justice and Territorial Administration.

Later, Señor Alberto Oliart, the Defence Minister, presided over an extraordinary meeting of the joint chiefs of staff, at which he was expected to brief them on the ministers' meeting.

Señor Juan José Rosón, the Interior Minister, met Spain's senior police officials in an other unusual meeting on Friday in order to discuss various strategies against terrorism.

Last night a young woman fired two pistol shots into the back of the head of Lieutenant Colonel José Luis Prieto Gracia, retired army officer and former chief of the provincial police in Navarre, as he was about to attend Mass in Pamplona. He died instantly.

The killing occurred on the day after the death of Lieutenant Colonel Ramon Komea Komea. He too was shot in the back of the head by a woman—as he left a church in Bilbao on Thursday.

SOMALIA REFUGEES

IF THE MONEY RUNS DRY, SHE COULD DIE OF THIRST

In Somalia today nearly one million people are believed to be on the brink of disaster. Half are feared to be children. Crowded into 32 refugee camps in semi-desert, they are totally dependent on outside help. Now a serious drought threatens their lives. Water is so short that people are having to dig in dried out river beds to get a little extra. If the world doesn't help, children will die of disease from dirty water or from thirst.

Oxfam has already spent £500,000 so far on medical teams and equipment. But soon money will be exhausted. A further £500,000 has just been approved for wells, pumps, pipes and storage tanks. More is desperately needed.

It is critical that the money doesn't run out. We must get this equipment to the camps soon for without water children will die. Your help is vital. Send a donation today: £5, £25 or whatever you can.

Do it now before you next turn on the tap. Please.

Here is my donation of £..... for the Somalia refugees.

Name:.....

Address:.....

Postcode:.....

Oxfam Eastern Africa Appeal, Room 723, 274 Embury Road, Oxford, OX2 7DZ.

Suspicion grows in Forces that the Government is exerting pressure to limit next pay rise

By Henry Stanhope

Suspicion is growing among the Services that the Government has been trying to limit their forthcoming rise by putting pressure on the Armed Forces Pay Review Body (AFPRB). They believe that the review body has been asked to give more weight than hitherto to the relative security of service jobs and their index-linked pensions, in assessing the military salary for 1981-82.

Sir Harold Atcherley, the review body's chairman, is reported to have rejected a plea from the Prime Minister that its recommendations should be pegged to about 6 per cent, the Government's preferred norm for the public sector. The review body advises the Government on Forces' pay according to a formula using comparisons with a wide range of civilian jobs, then it adds 10 per cent in compensation

for the turbulence and family separation of service life. The body made itself unpopular under the previous Labour government by bowing to the policy of pay restraint making its recommendations according to limits requested by the government. Mrs Margaret Thatcher promised the Forces that in deciding the military salary in future, the Conservatives would restore the principle of full comparability. In 1979 the Forces were awarded a substantial rise, their second that year, soon after the Conservatives took office.

Mr John Nott, the Secretary of State for Defence, and his predecessor, Mr Francis Pym, have repeated several times the Government's commitment to comparability and it would be difficult for Mrs Thatcher to pay very far from that principle. But the Government is anxious not to raise the level

of defence spending more than it has to, and a big award to the Forces could be used as a bargaining standard for other workers. The disadvantages of service life, it could be argued, are now counter-balanced by the relative security which members have, especially with the prospect of a pension at the end.

The supply estimates, published on budget day showed a defence budget for 1981-82 allowing for a 6 per cent rise for the Forces. But that need not be significant because the Government could vote more money if it were needed. The review body's report has to be seen first by ministers in Whitehall before being approved by the Prime Minister and her Cabinet within the next two or three weeks. It is likely to be published in early April, although the pay rise will be backdated to April 1.

More MPs' subcommittees urged

By Peter Hennessy

The House of Commons Select Committee, made up of the chairman of select committees, is to reopen the battle it lost last year with the Government about how many subcommittees can be commissioned by the 14 parliamentary bodies "ruled in 1979 to shadow the work of Whitehall departments". At present only three have such a right, the committees dealing with the Treasury, Civil Service, home affairs and foreign and Commonwealth Affairs. Three more, defence, health and Welsh Affairs, have been keen to allow their development since they lost last year after a private and outspoken correspondence between Mr Edward P. Cann, chairman of the select committee, and Mr John Stevens, at that time Leader of the Commons.

Mr du Cann, who is also chairman of the Treasury and Civil Service Committee, gave warning of the new move last week when he appeared before the Commons Select Committee on Procedure (Supply) when he said: "I do not see why it is for the Government to decide how many subcommittees there shall be". Approaches will shortly be made on the matter to Mr Francis Pym, Mr St John-Stevens's successor as Leader of the Commons, by the liaison committee which Mr du Cann described as the select committees' trade union.

In the interstices of his remarks to the procedure committee, which is investigating ways of giving backbenchers greater leverage over departments through the granting or withholding of funds, Mr du Cann outlined his priorities for the second phase of development in the new select committee machine which he said after the hearing was "in gear and going very smoothly".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

the Commons Select Committee on Procedure (Supply) when he said: "I do not see why it is for the Government to decide how many subcommittees there shall be".

Approaches will shortly be made on the matter to Mr Francis Pym, Mr St John-Stevens's successor as Leader of the Commons, by the liaison committee which Mr du Cann described as the select committees' trade union.

In the interstices of his remarks to the procedure committee, which is investigating ways of giving backbenchers greater leverage over departments through the granting or withholding of funds, Mr du Cann outlined his priorities for the second phase of development in the new select committee machine which he said after the hearing was "in gear and going very smoothly".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.

Mr du Cann is also opposed to the rule debarbing office holders in party backbench groups from sitting on select committees dealing with the same subject. In addition he has floated the idea that the members of select committees should revolve inside the life of a parliament rather than sitting for a full term. Mr du Cann made it clear last week that: "I do not think it necessary to review the whole of the select committees at one time. It is necessary to move things forward a bit at a time. One must not frighten people".

Mr du Cann wants the boundaries between the 14 committees reassessed. He told the procedure committee: "I do not think that the numbers and

the subject headings are necessarily perfect. They should be reviewed after a period of time." On the matter of which MPs should be appointed to the committees, Mr du Cann does not think the whips' office should have any say as they do at present. The choice, he says, should be left solely to the Commons Committee of Selection under Mr Philip Holland, Conservative MP for Croydon.



Mr A. W. Hearn, from Henley-on-Thames, on a 1904 402cc Humber, taking part yesterday in the forty-fourth run from Epsom to Brighton for historic motor cycles. About 300 vintage machines made the run.

Law may be changed to ban bogus bargains

By Robin Young

The Office of Fair Trading is to seek ways of stamping out bogus bargain offers. The presumption is that legislation may be needed to replace the Price Marking (Bargain Offers) Order, 1973, which was enacted after five years of research and consultation.

The order has been widely criticized as obscure and full of loopholes. A six-month review of its operation was requested by Mrs Sally Oppenheim, Minister of State for Consumer Affairs. She is concerned that traders are making increasing use of meaningless price comparisons which comply only technically with the law.

Retailers, who are banned from quoting comparisons with manufacturers' recommended prices in the carpet, furniture and electrical goods trades, have taken to quoting notional "ready assembled prices", "special order prices", and "after-sale prices" to claim they are offering large reductions, when the higher prices are in fact never charged. The order makes illegal any claim that goods are priced lower than their worth, all comparisons with unspecified prices elsewhere, and any claim that a range of goods is offered at "up to" a certain amount off. The Price Marking (Bargain Offers) Order, 1973, Background Paper (Consumer Affairs Division, Office of Fair Trading, Field House, Bream's Buildings, London EC4).

The unit had worked well with a number of disruptive and socially isolated girls who needed considerable individual attention, it says.

The MPs had been told by the police and the public at Wolfson College, Cambridge, that police authorities were "cumbersome collections of often poorly informed parties meeting infrequently". As now constituted, he said, they were not even capable of effectively discharging their statutory duties of maintaining an efficient police force. They could not be expected to act as a body handling complaints.

MPs worried by girls' move to new borstal

By Frances Gibb

The all-party parliamentary penal affairs group of MPs has written to Mr William Whitelaw, Home Secretary, expressing concern at the "sudden" transfer of most girls in the borstal unit at Holloway Prison to Bullwood Hall, south Essex, as a result of the prison officers' dispute.

Bullwood Hall, the only closed borstal for girls in the country, has frequently been criticized because of its isolated position. That means inmates receive few, and in some cases no, visits from family, friends or social workers from their home areas.

In 1974 the Advisory Council on the Penal System recommended that it should no longer be used as a borstal for young women.

Mr Robert Kilroy-Silk, chairman of the group, says in his letter: "The disruption without proper advanced planning and preparation of a unit performing valuable work with a difficult and disturbed group of young women greatly concerns us".

The transfer took place, he says, although a number of the girls had completed most of their time and transfer was likely to interfere with their progress. That included the disruption of plans for the re-establishment of family links before discharge, and in at least one case, of arrangements for a girl to begin a child-care course.

The unit had worked well with a number of disruptive and socially isolated girls who needed considerable individual attention, it says.

The MPs had been told by the police and the public at Wolfson College, Cambridge, that police authorities were "cumbersome collections of often poorly informed parties meeting infrequently".

As now constituted, he said, they were not even capable of effectively discharging their statutory duties of maintaining an efficient police force. They could not be expected to act as a body handling complaints.

the Prison Officers' Association that its Holloway branch was not involved in consultation over the move, but was notified at the time it occurred.

Mr Paul Cavadin, a research officer for the Care and Resettlement of Offenders (NACRO), said yesterday that the association was concerned with the way the girls were suddenly moved, irrespective of the merits of the case, and with the issues it raised about women in custody and where they should be placed.

"We feel that as far as possible they should be placed near their home areas to allow visits from family and friends, because otherwise eventual resettlement in the community is made far more difficult."

Bullwood Hall was not only isolated, he said, but had extremely poor work facilities compared with those provided in boys' borstals.

Parliamentary answers have shown that in 1978, of those who left Bullwood Hall after an average stay of seven months, 29 per cent had had no visits from family and friends and a further 20 per cent only one visit. Half had had no visit from probation officers or social workers from their home areas. In 1979, 23 per cent had had no visits from family or friends, and 20 per cent only one visit. 29 per cent had had no visits from probation officers or social workers from their home areas.

There was a slight improvement in 1980, with 13 per cent receiving no visits from family or friends, 16 per cent one visit, and 20 per cent no visits at all.

There was a slight improvement in 1980, with 13 per cent receiving no visits from family or friends, 16 per cent one visit, and 20 per cent no visits at all.

There was a slight improvement in 1980, with 13 per cent receiving no visits from family or friends, 16 per cent one visit, and 20 per cent no visits at all.

Print union summons officials to hearing

By Our Labour Staff

The executive of the National Society of Operative Printers, Graphical and Media Personnel (Natsopa) is to summon the union's three London branch secretaries formally to answer charges arising from their opposition to rule changes that have just been put to members' ballot.

The branches have called a joint meeting tonight to press for the results of the ballot, which ends today, to be put into abeyance until a special meeting of the union's policy-making governing council can be held.

The constitutional dispute arises from claims by London officials that the executive has not followed the instructions of last year's governing council.

The changes are designed to bring the union's rules more into line with those of the Society of Graphical and Allied Trades (Sogat) and the National Graphical Association, and ease future mergers with them.

Natsopa's executive decided last week to call a special meeting of the governing council after the ballot has been counted. Assuming that the rule changes are approved the council would be asked for authority to take the first steps towards a merger with Sogat.

A circular sent out in February by Mr John Mitchell, London Machine branch secretary, said that rule changes proposed by the executive were unconstitutional and called for a recall of the governing council to discuss the whole issue.

Mr Mitchell, as well as Mr Christopher Robbins and Mr David Hutchinson, respectively secretaries of two other branches, will all be summoned to appear before the executive shortly.

Mr Edward O'Brien, national officer of the union, said last night that no date had yet been set for the hearing, but its initial purpose would be to establish whether the London officials had acted unconstitutionally.

Royal Society denounces government science policy

By Pearce Wright

The Royal Society, which is known for getting involved in political issues, has prepared a highly critical review of the government's handling of science and technology. Two of its conclusions are that serious obstacles prevent departments gaining advice from the best sources, and that the danger of a rigid distinction in government thinking between basic and applied science does not reflect reality.

Proposals for more effective arrangements have come from a 10-month study by the Royal Society which will be submitted to a House of Lords select committee examining the government's scientific advice. The guidance is put into three categories: advice to ensure that policies are based soundly in scientific and technological facts; and advice on long-term implications.

The council suggests that the implications of technological change are not taken into

account in foreign policy and trade, and that Britain's diplomats and negotiators are not always as well informed in those matters as those from other countries.

One proposal is that high-level scientific advisers should work as administrators and have access to policy papers so that they can help to define questions and not just provide answers.

It was partly to meet that need that chief scientists were appointed in some departments, but the society expresses grave concern over the erosion and downgrading of those posts.

The importance of chief scientists being adequately supported by technical staff able to draw on advice from outside Government is emphasized. The abolition of some quangos is said to have impaired government access to external advice. Since the Prime Minister has assumed responsibility for scientific research and development in government, the society thinks it desirable to strengthen the Central Policy Review Staff by appointing a chief scientific adviser.

Decision on pensions welcomed

By a Staff Reporter

The Government's decision to allow pensioners to continue collecting their pensions weekly has been welcomed by Age Concern, the old people's welfare group, in a letter to the Department of Social Security.

Mr David Hobman, director of Age Concern, says there is evidence that many retired people, especially those with limited resources, would find difficulty in budgeting if they had to collect fortnightly, as proposed in the Rayner report.

Age Concern accepts that more people reaching retirement age will be used to monthly payments and bank accounts, though it would be some years before such an option might be widely acceptable.

In the meantime there should be the widest possible choice of payment methods, and the group supports the introduction from mid-1982 of four-weekly or quarterly payment by direct credit to a bank account.

But fears are expressed about the survival of sub-postoffices, as more people turn to payments through banks. Age Concern points out that sub-post offices are often a vital link with the community for isolated elderly people and that their closure can effectively remove the choice of weekly payment.

Mr Clark believes that the socialist pioneers of the Colne Valley chose those men to lead them because they believed "that only the best was good enough. The very fact that they decided to form their own political party independent of any other body in the country shows something of their character".

As an MP in the constituency he found that the same sturdy, independent, radical spirit lingers on. The women of Marsden still make enormous red flags to hang from the windows of the Labour hall election time. Red shirt dances are held to raise money for party funds.

Mr Clark hopes one day to produce a similar history of the Labour Party in South Shields, the constituency he now represents. He has already been instrumental in getting the records of both the South Shields and Colne Valley Labour parties put on microfilm for the benefit of other scholars and historians. More immediately, however, he is writing a biography of Grayson.

He believes his book has a message for the modern Labour Party. "Are we repeating the mistakes of the Liberal Party, losing our empathy with the electorate? In 1945 you could walk from London to Liverpool through Labour constituencies. Now you can find very few between them. It is very important that we win back the votes of individualistic rural communities like the Colne Valley."

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Colne Valley: Radicalism to Socialism (Longmans, £12).

Sinclair ZX81 Personal Computer

£69.95 (+p&p)

Including free course in computing, free mains adaptor, and VAT.



Inside a day, you'll be talking to it like a new friend.

If computers interest you, you'll find the ZX81 totally absorbing.

But more than that, you'll find it of immense practical value. The computer understanding it gives you will be useful in any business or professional sphere. And the grounding it gives your children will equip them for the rest of their lives.

The ZX81 cuts away computer mystique. It takes you straight into BASIC, the most common, easy-to-use computer language. You simply take it out of its box, plug it in to your TV, switch it on and the machine is ready to go. With the manual in your hand, you'll be running programs in an hour. Within a week, you'll be writing complex programs of your own, with confidence and competence.

All for under £70!

The features that make the ZX81 easy to learn on, also make it easy to use. The ZX81 is designed with special consideration for the beginner. So it has built in a uniquely simple way of entering commands - and of spotting mistakes before it's too late to correct them easily.

But this doesn't mean it's a junior computer. The ZX81 is a very fast and powerful computer, quite capable of the work you associate with much larger, more expensive personal computers.

Thinking seriously about learning computing? Just want to have fun? The ZX81 lets you do both. And it's simple enough for children of 10 years and upwards to understand and operate.

Thinking seriously about learning computing? Just want to have fun? The ZX81 lets you do both. And it's simple enough for children of 10 years and upwards to understand and operate.

Thinking seriously about learning computing? Just want to have fun? The ZX81 lets you do both. And it's simple enough for children of 10 years and upwards to understand and operate.

Thinking seriously about learning computing? Just want to have fun? The ZX81 lets you do both. And it's simple enough for children of 10 years and upwards to understand and operate.

Thinking seriously about learning computing? Just want to have fun? The ZX81 lets you do both. And it's simple enough for children of 10 years and upwards to understand and operate.

How can anyone offer a real computer for only \$89.95?

In a word - design! We've taken the conventional computer and packaged it onto just four extremely powerful chips - including a unique, custom-built master chip.

The outcome is not just a computer, but the heart of a computer system. As your skills and needs develop, your ZX81 keeps pace. You can add 16 times more memory with the Sinclair 16K-byte RAM pack.

Very soon, we'll have our own printer. And you'll receive details of ZX software programs pre-recorded on cassette with your ZX81.

If you own a ZX80... even that's taken care of! Phone: 0276

Rowland bid for a half share in 'Observer' ownership appears to have succeeded

By John Young

Mr Roland (Tiny) Rowland appeared last night to have succeeded in his bid to gain a half share in the Observer newspaper. He emphasized, however, that he would not have a controlling interest, and he rejected criticism that he had acted in a clandestine manner.

Mr Rowland dismissed as nonsense a suggestion yesterday that he might be in breach of the Companies Act in regard to the Observer's ownership. He obtained the consent of a majority of shareholders in London, of which he is chief executive, for acting on his own initiative in supplementing the company's own earlier bid for the newspaper.

Another question was whether Mr Rowland effectively had a controlling interest in the Observer, since he owned only 17 per cent of the shares. If that were so, it was said, he, as distinct from Lorrho, could be deemed to be a newspaper proprietor, and thus his latest action could be referred to the Monopolies and Mergers Commission.

Although the Government said yesterday that the Rowland position had to be re-examined, the chances of a successful High Court action appeared remote.

The Lorrho bid is likely to be considered as having lapsed, since it was made conditional on its not being referred to the commission. Mr Rowland's action in acquiring a 50 per cent stake in Observer International, an American-based company that owns all the shares in The Observer, is thought to be outside the scope of British law.

Mr Rowland told The Times that he would not have acted without legal advice.

There have been no clandestine arrangements at all, John Biffen (Secretary of State

for Trade) told me last week that it could be a matter of time before he would go ahead and try to stop me.

He and Lorrho had a very happy relationship with Atlantic Richfield, which would retain a half interest in Observer International, and he hoped they would be able to develop other joint interests.

He also expressed surprise that The Observer issue had aroused so much furor in the light of other recent developments in Fleet Street, which included the acquisition by Trafalgar House of the Daily Express, the Sunday Express and the Evening Standard, and the merger of the Evening Standard and the Evening News.

Mr Rupert Murdoch's purchase of The Times and The Sunday Times, and Mr David Astor's sale of The Observer itself to Atlantic Richfield five years ago.

He had never interfered with the editorial independence of any newspaper in which he had an interest, which included those of the Glasgow-based George Outram group and a number of others in Africa.

The Government is expected to make a statement on the affair this week. Mr Biffen said in an Independent Television interview on Saturday evening that he and his fellow ministers were considering the possibility of changes in the monopolies legislation.

Mr John Smith, Opposition spokesman on trade, will seek to raise the issue in the Commons today. In a radio interview yesterday he claimed that Mr Rowland was seeking to avoid the law, and that the Government's "supine silence" was "very disturbing".

In a leading article in The Observer yesterday, the editor, Mr Donald Treford, said that since his newspaper had urged

strongly that the Murdoch purchase of Times Newspapers should be referred to the commission, it would be intellectually and morally inconsistent for it not to do so in its own case.

"The chief argument against a reference is that it would prolong the uncertainty about the newspaper's future and damage its commercial prospects", he continued. "This is not a negligible case. We have argued in the past that the procedures used by the monopolies commission to examine newspaper mergers are needlessly cumbersome."

"To set against that, however, one has to consider the wider public interest, for the sale of Britain's oldest Sunday newspaper is not a negligible matter either. That is the minister's responsibility under the law, and in this case he said that the sale should be referred."

"To attempt to circumvent that opinion by clandestine devices is to flout the spirit, if not the letter, of the monopolies legislation."

Mr Treford's views appear to be broadly endorsed by most journalists on The Observer and by Mr William Keys, chairman of the printing industries committee of the Trades Union Congress. Last night Mr Keys said he objected most strongly to the way in which Mr Rowland appeared to be circumventing the law of the country.

But Mr George Jerrom, the National Graphical Association officer responsible for Fleet Street, said his main concern was for the continued employment of his union's members and the continued publication of the newspaper.

"Only rich men or giant conglomerates have the facility of owning newspapers anyway", he said.

Letters, page 13

Palestinian twin town angers Jews in Dundee

From Ronald Faux

Demands that Dundee should and its twinning arrangement with the town of Nablus, on the Israeli-occupied West Bank of the Jordan, and that the Palestinian flag should be removed from the Dundee Council chamber were made yesterday at a protest meeting organized by the Jewish community in the city.

The objections came after the destruction of one wall of a synagogue in Dundee and the daubing of slogans and swastikas on the home of a prominent member of the Jewish community.

Mr Greville Janner, president of the Board of Deputies of British Jews and MP for Leicester, West, told a meeting of 400 in the city that the decision to twin with the town was provoking signs of anti-Semitism never before known in Dundee.

Mr James Gowans, Lord Provost of Dundee, and some other councillors had been asked to see that the twinning should be reconsidered.

Mr Janner apologized to those at the meeting for the security search that had been introduced as they entered the hall, but the council's decision, he said, had brought to Dundee the kind of security precautions associated with terrorism.

Mrs Winifred Ewing, Scottish National Party MEP for the North of Scotland, said the question of Dundee's association with Nablus would be raised with the Scottish Town Twinning Association because she did not believe it fitted in with what town twinning intended.

A resolution condemning the council for entering into the arrangement and for flying the flag of an organization "devoted to the destruction of the Jewish state and using terror against civilians" was passed.



Mr Mieczyslaw Rakowski, Deputy Prime Minister, left, explains a point to Mr Lech Walesa, leader of Solidarity, during talks in Warsaw yesterday.

Polish union talks suspended

Warsaw, March 22.—A delegation from Solidarity, the free trade union organization, headed by Mr Lech Walesa met a Polish Government team led by Mr Mieczyslaw Rakowski, deputy Prime Minister, today in talks that were suspended after seven hours until Wednesday.

The talks were intended to settle the tension in Poland that followed police beatings of Solidarity members and local councillors in the northern city of Bydgoszcz last week.

The talks were suspended until Wednesday. Mr Walesa said as he left the Council of Ministers building in Warsaw. "They were very sharp," he said. Solidarity's national coordinating commission would meet in Warsaw tomorrow.

The Soviet Union accused Solidarity today of wanting to establish itself as a political opposition to communist rule (Reuters reports from Moscow).

Jaruzelski, the Prime Minister, would go to Bydgoszcz.

Mr Marian Jurczyk, one of the Solidarity delegation, said the leadership was against the idea of a strike tomorrow while the national commission was meeting. The local Warsaw branch of Solidarity has threatened a two-hour strike tomorrow if the talks fail.

In Bydgoszcz, where Mr Jerzy Bafia, the Justice Minister, arrived for separate talks with local union activists, the official news agency PAF announced that a new provincial governor had been appointed to replace the former governor who resigned several weeks ago over corruption charges.

The leader of a government team inquiring into the Bydgoszcz incident, said yesterday he had found nothing to indicate that police used force on union members.—UPI.

Soviet accusations: The Soviet Union accused Solidarity today of wanting to establish itself as a political opposition to communist rule (Reuters reports from Moscow).

A commentary on Poland's political problems, broadcast on Moscow radio's English-language world service said last summer's strikes, which led to the formation of Solidarity, were caused by the Communist Party's mistakes in the 1970's.

The Polish Government, supported by the pro-communist branch trade unions, was doing its best to fulfil pledges made in agreements signed with striking workers last August, the commentary said. "But what is necessary is reciprocal action on the part of the other side of the agreement—the (independent) trade unions."

However, certain elements within the union continued to push for strikes which threatened the country's economy. "The source of this escalation, especially in January, was the leadership of Solidarity. It seems to think it does not have to take responsibility for the radio added. Events had shown that Solidarity would like to operate beyond the bounds of its trade union charter by becoming a political opposition and setting up dual power in Poland."

Messengers may join bank strike

By Donald Macintyre

Labour Staff

Bank messengers may be called out on strike in support of about 70,000 clerical staff already in dispute over a "final" pay offer of 10 per cent.

About 1,000 staff attached to Lloyds computer centre in Blackfriars, London, will begin a 24-hour strike tonight as part of the first phase of industrial action planned by the Banking Insurance and Finance Union (BIFU).

On Thursday more than 200 staff at Barclay's two computer centres at Greater Manchester and Gloucester, will stage a 24-hour strike.

The union's technical and services sectional council, representing 1,000 messengers, engineers, cleaners and catering staff, and some security employees, has voted for a ballot on industrial action. Union leaders will discuss tomorrow whether to hold a ballot that could lead to further early disruption of international bank business.

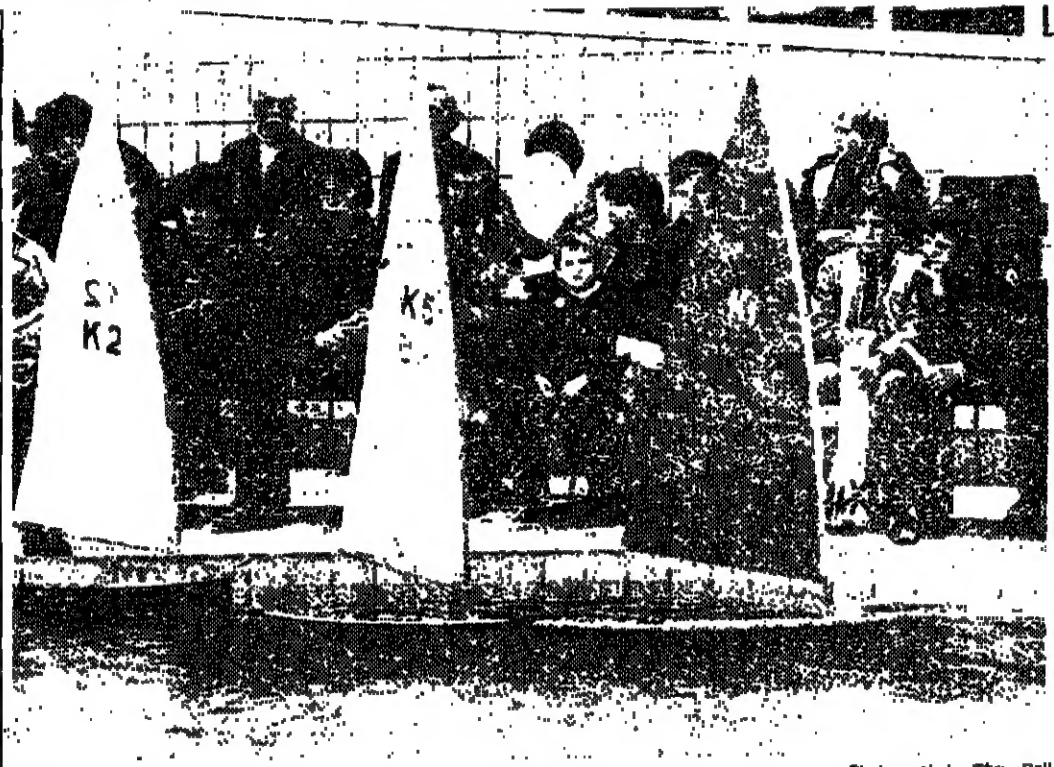
If the union does call on messengers to take industrial action it would have also to decide, probably at the end of the week, what form that action would take. It could range from limited one-day strikes to more prolonged action.

Mr Keith Jones, assistant secretary for non-clerical staff, said that messengers had already agreed not to cross picket lines. Dockers picket ports: Pickets will be mounted this morning at all 19 British Transport ports in support of 1,700 dockers at Southampton who have been locked out for more than a week after two strikes in a dispute over pay. They include the transport docks at Garston on the River Mersey, and ships diverted from Southampton will be blacked at other ports (our Liverpool Correspondent writes).

The decision to intensify industrial action was taken at a meeting of the unofficial National Ports Ship Stewards' Committee in Liverpool on Saturday.

Delegates called for a meeting of the Transport and General Workers' Union national docks and waters committee, and for the national docks delegates' conference to be reconvened.

It last met six months ago and was on the verge of calling a national dock strike when a dispute was resolved.



Spectators studying radio-controlled sailing models in the swimming pool at the London Dinghy Exhibition at Pickett's Lock, yesterday.

Spring snow and floods close many roads

Gale-force winds swept the South-east of England, the North-east had snow and North Wales was flooded at the start of spring.

Rains brought havoc to many parts of the country and many roads were affected. The Royal Automobile Club reported last night.

North Wales was drying out last night after floods which poured into scores of homes. Firemen were called to a number of villages in Gwynedd and Clwyd.

In the Conway Valley, hundreds of acres of farmland were flooded.

The flooded A40 was closed at Aberystwyth, near Carmarthen, and the Cambrian coast railway line was blocked by a landslide.

The North was hit by floods, snow and high winds. The main Penrith to Cockermouth road was blocked by snow. Lorries were banned from the A66 Scotch Corner road.

A boy aged 14 was swept out to sea by waves at Cooden Beach, near Bexhill, east Sussex, yesterday. A helicopter and rescue team from Manston, Kent, recovered the body.

Mr Roger Lyons, the official, said that the company had been affected by world recession. High interest rates, value of the pound and energy costs, he said, had produced an "unpalatable" medicine.

Mr Lyons made the disclosure while launching a union policy document on chemicals that calls for an unprecedented response by companies and unions to the slump in the industry.

The union document, to be presented to a conference this week, strongly attacks the effect of government policies on the industry. It calls for a national investment bank, expansion of feedstocks by use of North Sea resources, withdrawal from the EEC, stricter controls over multinational companies and better industrial relations.

Laporte was unable to expand on the letter last night. A company official added, however, that the company had not made a donation to the party in the years preceding the last financial year. The company then gave £10,000.

Chemicals firm ends Tory aid

By Our Labour Staff

Laporte Industries, a chemicals group, has decided not to repeat a £10,000 donation to the Conservative Party, it was disclosed yesterday.

Mr Richard Ringwald, the company's chairman, says in a letter to a senior official of the Association of Technical, Scientific and Managerial Staffs that the company will not be making a donation to the party at the moment.

Mr Roger Lyons, the official, said that the company had been affected by world recession. High interest rates, value of the pound and energy costs, he said, had produced an "unpalatable" medicine.

Mr Lyons made the disclosure while launching a union policy document on chemicals that calls for an unprecedented response by companies and unions to the slump in the industry.

The union document, to be presented to a conference this week, strongly attacks the effect of government policies on the industry. It calls for a national investment bank, expansion of feedstocks by use of North Sea resources, withdrawal from the EEC, stricter controls over multinational companies and better industrial relations.

Laporte was unable to expand on the letter last night. A company official added, however, that the company had not made a donation to the party in the years preceding the last financial year. The company then gave £10,000.

Mr Lyons made the disclosure while launching a union policy document on chemicals that calls for an unprecedented response by companies and unions to the slump in the industry.

The union document, to be presented to a conference this week, strongly attacks the effect of government policies on the industry. It calls for a national investment bank, expansion of feedstocks by use of North Sea resources, withdrawal from the EEC, stricter controls over multinational companies and better industrial relations.

Laporte was unable to expand on the letter last night. A company official added, however, that the company had not made a donation to the party in the years preceding the last financial year. The company then gave £10,000.

Mr Lyons made the disclosure while launching a union policy document on chemicals that calls for an unprecedented response by companies and unions to the slump in the industry.

The union document, to be presented to a conference this week, strongly attacks the effect of government policies on the industry. It calls for a national investment bank, expansion of feedstocks by use of North Sea resources, withdrawal from the EEC, stricter controls over multinational companies and better industrial relations.

Laporte was unable to expand on the letter last night. A company official added, however, that the company had not made a donation to the party in the years preceding the last financial year. The company then gave £10,000.

EEC fish pact said to depend on French

There will be no progress in EEC fisheries talks unless France makes concessions, Mr Alick Buchanan-Smith, Minister of State for Agriculture, said in an interview with The Times yesterday at the heart of the debate by EEC heads of government when they met in Maastricht, The Netherlands, tomorrow.

"We have got to get some response from the French or we cannot get an agreement," he said. "The stumbling block is the lack of political will to get a solution. I think it is very much tied up with the political situation in France."

He said that the British approach to the next series of talks in April would be based on flexibility in order to protect British fishing interests. He believed that EEC policy would have to include rights for vessels from abroad to fish less than 12 miles from the British coast, though British boat owners would oppose such concessions.

Britain would want such rights to be based on agreements reached before it had joined the EEC.

Mr Buchanan-Smith distinguished between "historic rights" which applied to particular nations and particular types of fish in each area, and "acquired

preference in waters from 12 to 20 miles off the British coast."

"In Community terms that would be so discriminatory that it would be unacceptable to our colleagues in Europe."

The Government had also decided against trading higher catch quotas for Britain for concessions to foreign boats in the 12 to 30 mile zone. "To do so to our industry would have achieved 90 per cent more fish because we have given something up in exchange for an impossible concession to sell."

Ministers had decided to opt for fishing plans in much of the Irish Sea and in areas off Orkney and Shetland.

Areas would be drawn in the form of boxes bounded by lines of longitude and latitude. "This has now become clouded because the commission has proposed a much bigger box."

Britain was now prepared to consider either a smaller box which gave preference to small boats, or a much smaller box with tight restrictions on boat size compared with a larger box open to licensed boats of any size.

"The third possibility is to have a mixture of all three."

Leading article, page 13

Farming and food

Hugh Clayton

Fish and domestic issues loom over EEC summit

From Michael Hornsby

Brussels, March 22.—EEC heads of government open their two-day spring summit meeting tomorrow in the Baroque town hall of Maastricht, Holland's oldest city, in a rich, tranquil and ungenerous mood.

Not only are all 10 leaders deeply preoccupied by domestic economic and political problems, but an uneasy battle over fish seems likely to disturb the Olympian tenor to which these gatherings aspire, but frequently fail to achieve.

Herr Helmut Schmidt, the West German Chancellor, who is reported to be suffering one of his periodic bouts of doom-laden depression, is expected to take Mrs Thatcher severely to task for her Government's refusal to ratify an EEC fisheries agreement with Canada.

The delay has denied West Germany's deep-sea trawlers, many of which are laid up, their annual winter foray into rich cod-fishing grounds of Labrador and Newfoundland.

The fishing season off Canada ends in mid-April, partly because of the danger of drifting icebergs, and partly because the agreement with Canada, which is reported to be under discussion, is expected to be reached at the summit, it is estimated that the West German boats would still have time to reach the Canadian grounds and catch their allotted quota of fish.

Britain's veto, however, is likely to be reached at the summit, it is estimated that the West German boats would still have time to reach the Canadian grounds and catch their allotted quota of fish.

Hard-pressed at home over her economic policy, Mrs Thatcher has little room for manoeuvre. Nor is she likely

to be much moved by veiled West German threats that last May's deal on Britain's EEC budget rebates could be called in question if the fisheries dispute persists.

As part of the three-year budget deal, Britain agreed to EEC partners in accepting a commitment to put a new fisheries policy into effect by the end of last year. Recalling this, West German officials have noted darkly that the amount of Britain's budget repayment in the third year has still to be negotiated.

Mrs Thatcher is likely to respond by arguing that her Government is not the only obstacle to the settlement of the fisheries dispute. The British contend that they were ready to do a deal last December, but were met by total intransigence from the French.

Less secure at home than he used to be, Herr Schmidt's anger over fish is seen as symptomatic of a more general distaste for the way the EEC is operating.

Herr Schmidt is expected to raise what he sees as the serious threat posed to free trade within the EEC by national protectionism.

West Germany is not the only country with complaints. Signor Arnaldo Forlani, the Italian Prime Minister, is expected to assail the refusal of Britain, France and West Germany to increase the 1 per cent limit on the amount of fish that can be caught and raised to finance EEC policies.

Despite their differences over fish, Mrs Thatcher and Herr Schmidt could well find themselves in alliance against the Greeks in pointing to the need to keep the increase in EEC farm prices this year well below the level of inflation.

Leading article, page 13

Giscard diamonds detail made public by magazine

From Our Own Correspondent

Paris, March 22.—The weekly French news magazine Le Point has taken up the offer to make available to the press all the official documents regarding gifts of diamonds to him and his wife by the former Emperor Bokassa of Central Africa.

In its latest issue, the magazine reports that the diamonds were sold last December for a total of 114,997 francs (£10,400). The money was turned over to the Central African Red Cross and to three charitable organizations in the country.

"The diamonds received as gifts in 1973, 1974 and 1975 by Valéry Giscard d'Estaing, as President of the Republic, and by his wife had a total value, at the time of the last donation, of 44,522 francs", the magazine writes.

Due to the appreciation of the gems since then, the total value now stands at 114,997 francs", according to the official accounts.

The diamonds were a French jeweller, and a for the 1974 value of the was sent to President De Gaulle by the Central African Republic by the secretary of the Palace. The sum of 44,522 francs represents the value by which the gems had increased since then, was a three Central African CFA francs added tax was also paid on this according to the magazine.

It also carries the opinion poll carried out last year, generally regarded as the most reliable public opinion institutes in this country, which shows that M. Giscard is likely to win May 10 presidential election the same short head as Francois Mitterrand, the last leader, as in 1974.

The poll, carried out by the President's successful vision interview and Mitterrand's first television election in the campaign, them respectively with 49 per cent of the vote.

Leading article, page 13

Sentence on Señora Perón angers her supporters

From Our Correspondent

Buenos Aires, March 22.—Señora María Estela Perón, the former Argentine President and the widow of Juan Domingo Perón, has until Friday to appeal against an eight-year jail sentence, passed last Friday for the mishandling of charity funds.

Señora Perón was also ordered to pay back 3,250 pesos (about £650,000) to the Solidarity Crusade, whose funds she was found guilty of mishandling. She was barred from holding any further government office, if she makes an appeal and

it fails, the earliest the President can apply for would be in mid-July, according to court sources.

The court ruling has a wave of protests from various Peronist factions had expected a lighter sentence which would have permitted Perón's release of the fact that she has been held for five years.

Indeed, an optimistic Peronist that they be known that the President would be in Buenos Aires on a flight at 6.45 pm on Friday.

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Leading article, page 13

Mercenaries' arrival in Pakistan to help Afghan resistance embarrasses Western governments

From Trevor Fishlock

Islamabad, March 22
Pakistan is expected to deport five Britons and an American, who have arrived on the North-West Frontier with the intention of helping the resistance fighters in Afghanistan.

Some of the men have experience as mercenary soldiers. Their presence in Pakistan is an embarrassment to the Pakistani Government, the Americans, the British, who are well aware of the propaganda value of them to the Russians, and the Afghan Government. Moscow and Kabul have always claimed that the resistance is getting Western and Pakistani aid. Pakistan, which is in a particularly sensitive position because of the fluid nature of the frontier, has consistently denied that it aids the insurgency.

Even the Afghan resistance groups based in Peshawar are somewhat embarrassed by the presence of the adventurers. One of the groups said the men's ideas were "crazy" and "we want nothing to do with them; we can do our own fighting". The propaganda value may already have been reduced by their evident lack of professionalism. Three of them spent some time in the American Club where, over a number of drinks, they talked openly, and not at all quietly about their wish to fight Russians. They talked readily to reporters and one of them, who became over-excited, knocked a reporter to the ground.

Having assured themselves of publicity the three men went by road next day to Peshawar, 50 miles north-west of here.

They are: Mr John Pilgrim, of Clacton-on-Sea, Essex; Mr Robin Morrison, of Bournemouth; and Mr Eugene Shipley, an American.

In Peshawar, the other three adventurers have been rather more discreet. They are: Mr David Tomkins, who describes himself as a company director, of Basing, Hampshire; a man called Evans; and a man who goes under the name of Phil Webb.

Mr Tomkins fought in the doomed mercenary army led by the self-styled "Colonel Callan" in Angola in 1976. It is hardly surprising that adventurers or would-be mercenaries should surface in the frontier. A number of people have already volunteered to join the mujahidin.

Last year an American Army officer, nearing the end of his service, had talks with guerrilla leaders and, consequently, the American authorities put the frontier out of bounds for military people. The Americans do not want to risk embarrassment of that kind.

No connexion: The Foreign Office denied that British mercenaries now in Pakistan had any connexion with the British Government (the Press Association reports).

A spokesman said: "We are aware that these people are in Pakistan. They have no connexion officially or otherwise, with our government or our embassy." He added: "We do not know much about what they are up to. We have asked our embassy to give reports when further information becomes available."

The Foreign Office statement was also issued by the British Embassy in Islamabad. A similar statement was issued by

the American Embassy in respect of an American mercenary accompanying the Britons. In London, Foreign Office officials said the mercenaries were unlikely to be needed as there was no shortage of guerrillas fighting the Soviet-backed Karmal regime.

News of the mercenaries' activities has come at an embarrassing time for Lord Carrington, the Foreign Secretary, who is due to fly to Pakistan in the next week or so on his way to China. A stop-over on the Afghan frontier is part of the itinerary.

Zia request: President Zia-Haq, of Pakistan, said in Islamabad that his Government had asked the Syrian Government to return the three Pakistani hijackers at present living in Damascus (Our Islamabad Correspondent writes).

The hijackers, said to be Karachi students belonging to a terrorist organisation, Al-Zulfikar, forced a Pakistan airliner with 148 passengers and crew to fly to Kabul and Damascus where they were held hostages for about two weeks. It is not known whether Pakistan and Syria have an extradition treaty.

The Pakistan authorities have made more arrests and imposed further restrictions on the movement of opposition leaders. Mr Ghulam Mustafa Jatoi, president of the Sind People's Party and a former chief minister, has been taken from Karachi and confined to his home village.

Mr Sher Baz Masarir, president of the National Democratic Party, has likewise been restricted. He is already barred from visiting the North-West Frontier Province.

Criticism of Labour by Reagan adviser

From Patrick Erogan

Washington, March 22
Mr Richard Allen, President Reagan's National Security Adviser, attacked the British Labour Party yesterday for its decision to ban nuclear weapons in Britain. He denounced European pacifists for using "the contemptible 'better-red-than-dead' slogan of a generation ago".

Mr Allen was making a speech to a conference of conservatives here. He said that Western Europe was facing an economic crisis as grave as that which followed the Second World War. This crisis, together with "the outright pacifist sentiments" that he claimed were spreading in Europe, he described as dangers to allied unity and the anti-Soviet cause. He ascribed the economic crisis to uncontrollable social programmes.

Mr Allen also said that arms control negotiations with the Soviet Union would not be a substitute for modernization of allied nuclear forces in Europe. Mr Allen also spoke about South Africa, saying: "I don't consider an improvement in relations with South Africa as any stamp of approval of the system of apartheid", which he said he deplored.

He was addressing the annual convention of the Conservative Political Action Committee which President Reagan addressed on Friday night. The President's speech was an occasion of the general themes of modern American conservatism, not a programme for action. He mentioned the affinity he felt for Mrs Thatcher, and said that they had both observed a fundamental change in their countries' politics.



confrontation: Police, clad in full riot gear, escorting Ku-Klux-Klan members to Meriden City Hall, Conn., on Saturday. The Klan rally is called in support of the local police, one of whom has been accused of killing suspected black shoplifter. About 200 anti-Klan demonstrators

threw stones and bricks at the rally of about two dozen Klansmen in a confrontation that left about 20 people injured, most of them police. At least two people were arrested for breaching the peace.

Police, wearing helmets and gas masks and wielding batons, tackled the

anti-Klan protesters, most of whom were blacks or Hispanics. The Klansmen were allowed to take refuge inside the city hall, but when police tried to escort them from a side entrance later they had to run a gauntlet of protesters, who were throwing bricks and bottles.

Israel foresees renewal of border war of attrition

From Moshe Brilliant

Jerusalem, March 22
Lieutenant-General Rafael Eitan, the Israeli Chief of Staff, predicted today a renewed war of attrition along the country's northern frontier if Palestinian guerrillas, protected by United Nations forces, extend their influence in Lebanon down to the Beirut border.

He spoke at the border town of Metulla, at a celebration marking the fifth anniversary of Israel's decision to open a free electronic border to allow friendly Lebanese enter Israel for medical treatment, jobs, shopping and visits.

He said the renewal of a war of attrition, which in the past meant sporadic artillery exchanges across the border, might lead to the south Lebanese across the Israeli border as refugees. The general's reference to the peace-keeping forces is likely to sharpen tensions in the United Nations. In an official statement last week, the Israeli military command said that General William Hagan, the new Irish commander, had demanded that the Israeli discontinue its assistance to their south Lebanese allies, Major Saad Haddad's militia.

United Nations officials said General Callaghan

had presented such a demand but the Israelis stood by their claim.

The five-mile belt across the border controlled by the Christian militias has been a buffer between the Palestinian guerrillas and Israel. United Nations officials complain that the militias restricted the deployment and movement of peace-keeping troops. General Eitan made it clear today Israel will not abandon Major Haddad. Addressing several hundred Lebanese at a celebration, he described the major as a "Lebanese patriot fulfilling a national command of Lebanon".

Lebanese anger: Lebanon has recalled its representative at the United Nations for consultations after criticising what it termed the intransigence of the United States in Security Council debate on bloody incidents in south Lebanon (Reuters reports from Beirut).

Mr Fuad Butros, the Lebanese Foreign Minister, disclosed the move yesterday, when he spoke to reporters about the Security Council's condemnation of the Israeli-backed militias in southern Lebanon for the death of two Nigerian United Nations soldiers. American efforts, he said, had blocked any clear reference in the statement to Israel.

Signs that Iran is anxious for quick end to conflict

From Tony Allaway

Tehran, March 22
Iranian leaders are optimistic that further negotiations can bring the six-month Gulf war to an end soon, according to a source close to the country's Supreme Defence Council.

"We want the war to end and after that an international tribunal," he source said. "Once our realistic conditions are met, Ayatollah Khomeini is going to accept, and the military wants it as well."

The source indicated that Iran was prepared to be as flexible as it could in order to end the fighting, perhaps more so than it appears in public.

President Abolhasan Bani Sadr yesterday gave fresh impetus to the stalled peace process, indicating that far from rejecting the proposals of an eight-member Islamic peace mission Iran was awaiting further "clarifications". In a meeting with foreign ambassadors the President asked them to help Iran find a "just" solution. "We would very much like the war to end at the first opportunity," he said.

The President was somewhat vague on the clarifications Iran is seeking from the Islamic mission, which shunted between Tehran, Baghdad and Saudi Arabia earlier this month before announcing a ceasefire plan subsequently turned down by both sides.

But the source said they related to the manner of the ceasefire, the 1975 Algiers

treaty between the two countries and the nature and purpose of a proposed international arbitration after the ceasefire.

Re said Iran's insistence on a denunciation of Iraq as the aggressor "has nothing to do with ending the fighting." He added: "What we want is a de facto return to the 1975 treaty. The ceasefire must be followed by an immediate withdrawal, no waiting period. How long the Iraqi withdrawal itself should take is a military matter. That's negotiable."

The problem of the 1975 treaty appears to be the main stumbling block, particularly in so far as it affects the disputed Shatt al-Arab waterway between the two countries. Iraq insists on complete control of the waterway while the source said Iran still insisted on de facto joint sovereignty as stipulated in the treaty.

The source agreed that domestic problems had also hindered the President of Iran. Although he made encouraging noises during the Islamic mission's two visits to Tehran, headline "cleansing" some of the Supreme Defence Council itself, rejected the mission's proposals almost out of hand.

The President's negotiating stand has since been strengthened by Ayatollah Khomeini's recent reappointment of him as commander-in-chief and head of the Defence Council and the Ayatollah's decision to drop four Islamic hardliners from the council.

Diplomatic links restored by Egypt and Sudan

Cairo, March 22—Egypt and Sudan, concerned by Libya's growing military role, yesterday overlooked their differences on the Middle East and restored full diplomatic relations.

The announcement cleared the way for closer cooperation, against what both countries perceive as a threat that Libya will attempt to subvert the pro-Western Sudanese Government.

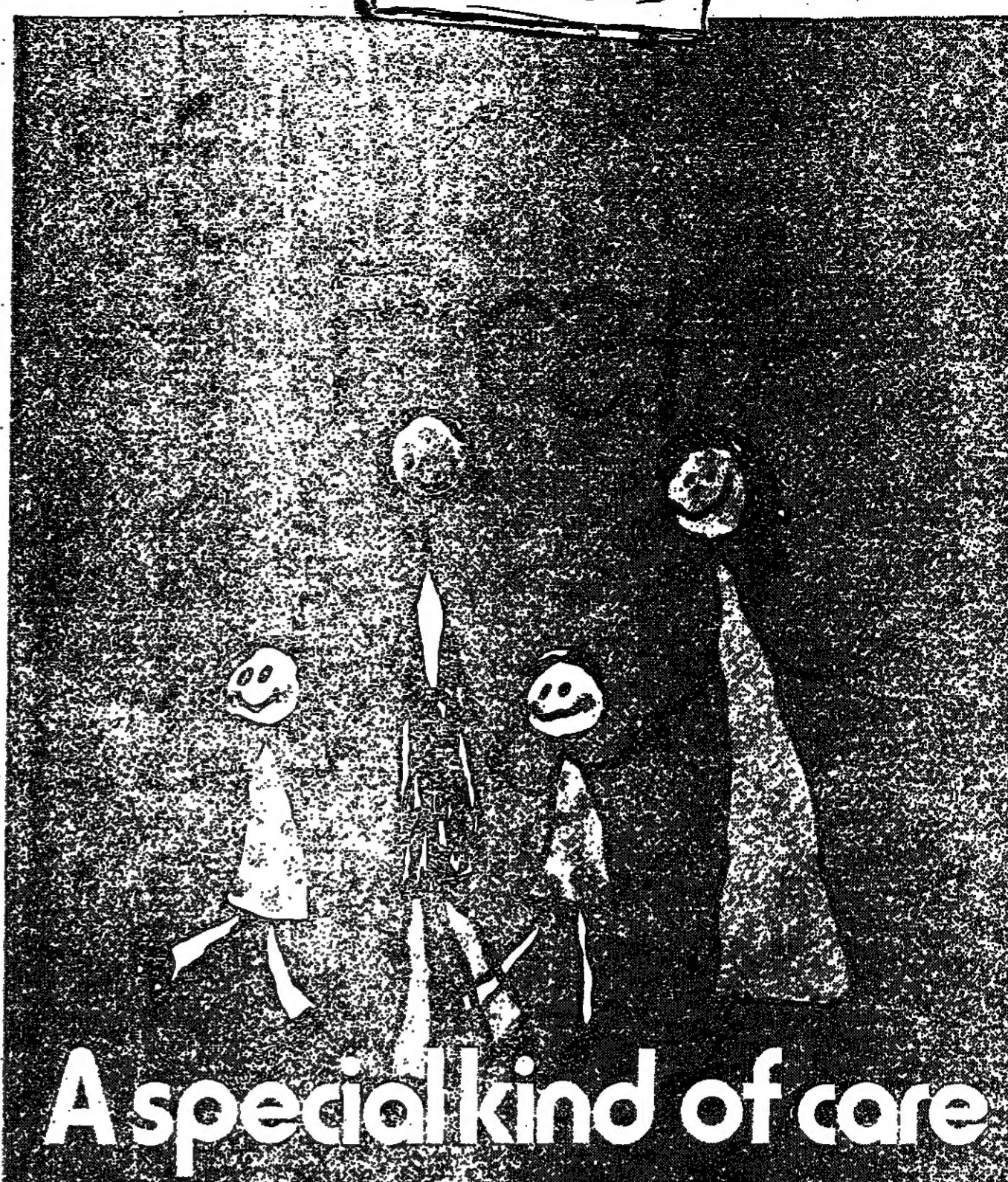
Earlier this year Libyan troops and tanks intervened in the civil war in Chad, which has a long border with Sudan. —Reuters.

Malta and Libya take dispute to world court

From Our Correspondent

Valletta, March 22
Mr Dom Mintoff, the Maltese Prime Minister, told a Labour Party rally here over the weekend that there has been progress on the demarcation of the continental shelf between Malta and Libya.

A Libyan delegation was expected in Valletta tomorrow, he said, to exchange documents, affirming that the 1976 accord on the median line of the continental shelf would now be referred to the International Court of Justice in The Hague for evaluation.



The love of a family is vital to the development of a child into a whole adult. If a child has no one to call his own, the Christian family will always love him.

Family Week
22-28 March

Put Children First.
Send a donation, or give generously when a collector calls, during Family Week in this our Centenary year.

Children First, Room K4, Church of England Children's Society, Kennington Road, London SE11 4QD.

National Giro bank account no. 514-0013.



ALL THE MATERIALS YOU NEED ARE NEATLY STACKED ON PAGE 55241.



It can tell you plane, train and boat timetables, book your hotel room when you have a business trip abroad and give you the exchange rate.

You can also buy through Prestel. From cameras to theatre tickets. And to celebrate good news you can even order a case of wine.

And it's not as expensive as you'd think because you can rent a set with Prestel for under £25 per month.

Or you can buy an adaptor for your present TV set for less than £200.

So if you don't have Prestel and would like to know more, fill in the coupon below.

You'll find it a solid foundation.

When you need to know more about construction, Prestel builds on your knowledge.

With well over 170,000 pages of constantly updated information on Prestel, there's bound to be something to interest everyone.

Press a button and Prestel keeps you in touch with the Stock Exchange.

Press a few more and it gives the latest news from the London, New York, Chicago, Paris and Far East commodity markets.

If you want to know what your competitors are up to, how well your industrial sector is doing or where to find your next premises, Prestel tells you instantly.

Please send me information about Prestel.

Name _____
Address _____

Postcode _____ Tel _____
Home Brochure ☐ Office Brochure ☐
(Please tick)

Prestel British Telecom
Peter Cook, Prestel Headquarters, FREEPOST, London EC4B 4PP

PRESTEL

equipment available for immediate delivery from

RRC Radio Rentals Contracts

Radio Rentals Contracts, Apex House, Twickenham Road, Feltham, Middx. TW13 6JQ. Telephone 01-894 5555.

Yugoslav leaders fear upheaval as economy continues to falter and living standards fall

From Dassa Trevisan
Belgrade, March 22

The Yugoslav system of self-management is encountering its most serious challenge as the economic situation continues to deteriorate, and Yugoslav leaders fear serious social and political consequences if the current trend is not stopped.

Inflation is beginning to affect living standards seriously and there have been calls for radical changes—both social and economic.

The crisis began when the economic improvements, brought about by last year's devaluation and by government measures, suddenly stopped because of an eruption of price increases, which caught both the nation and the Government unprepared.

Last year the Government introduced measures to cut down investments and reduce inflation. It was also intended to stimulate exports and improve the Yugoslav trade balance, which has been deteriorating over the past few years.

But at the beginning of this year the Government increased purchase tax on various commodities and unfavourable prices to bring in extra income. A series of measures which were to accompany the new price policy were delayed because consensus of the six republics and two

autonomous regions was not reached in time. This, in turn, precipitated a steep increase in prices, the most extreme being in transport costs.

The unexpected price explosion has provoked misgivings among government officials and policies could be ignored and even sabotaged by the very people who are in charge of industry and called upon to implement government policies.

The result has been that inflation is already running at more than 12 per cent. In the face of such a negative trend, which has already begun to have a serious effect on the low income groups, the Presidency of the Yugoslav Communist Party met in Zagreb last week to propose economic measures.

The conclusion of the meeting has yet to be published but officials clearly recognize that the situation is serious and have called for a fundamental reappraisal of the Yugoslav economic system.

No one doubts the country's system of self-management and decentralization. Yugoslavia is a multi-national country and this is the only system which assures each nation equal say in what is now a federal state.

But the meeting left no doubt that the system must be made more effective and more efficient. "We have used all methods," one member of the Presidency said. These methods had enabled Yugoslavia to go forward one year, and backwards the next two years, another member said.

The continuation of negative economic trends could lead the country into a complicated social and political situation, which would have great consequences—both internal and external—for Yugoslavia.

General Nikola Ljubicki, the Minister of Defence, in an earlier speech said that the present economic situation could have serious repercussions for the country's defence capacity. Unless the difficulties were overcome the Army could not guarantee that its programme to modernize its forces would be realized.

It is against this background that Yugoslav leaders have opened up what is a nationwide debate on how to overcome the crisis.

Fatal Chile blaze may be work of terrorists

From Florencia Varas
Santiago, March 22

A fire in one of Santiago's tallest buildings killed 11 people yesterday. The building, a 35-storey apartment complex called Santa Maria, is owned by the Javier Vial financial group which achieved commercial prominence after Chile's military coup in 1973.

There are suspicions that leftist terrorists, who have designated 1981 as a year for an all-out offensive against General Augusto Pinochet's military regime may have been responsible.

People working at the building reported that security was recently increased after a rash of bomb threats.

The blaze erupted at 10 am and 10 teams of firemen supported by air force helicopters tried to rescue people trapped in the building. As the flames enveloped the apartments, there was alarm at the Hotel Sheraton nearby.

At least three people died from asphyxiation inside the building, one was burnt to death three died from their injuries after leaping from the building.

As firemen fought the blaze, the helicopters made repeated rooftop sorties in order to lift residents to safety.

If the fire was the work of terrorists, it is part of a series of attacks that began last year. These included eight bank robberies (including one in which attackers wore police uniforms), attacks on taxis, car thefts and firebombing two discotheques.

Chile's terrorists have apparently become bolder. While in 1978 and 1979 they seemed to restrict their activity to bombings and spray-painted slogans, last year they made attacks in broad daylight with commands of eight to ten.

Towards the end of the year, there were strange attacks on taxi drivers. In some cases the driver was locked in the boot, while in others he was given money by his attackers and his vehicle was returned to him after they had taken it for a short drive.

Chilean authorities speculate that these attacks could have been training exercises by members of the revolutionary left.

Chile's leftist guerrillas have tended to avoid actions in which people are killed and investigators have noted that the few deaths occurring in such attacks appear to have been due to errors in calculation or nervousness.

Their main aim appears to be to attract more sympathisers with the use of "armed propaganda".

The fire at the Santa Maria Tower is attributed to some of the leftist group's symbolic importance as a bulwark of the Pinochet regime.

The group, along with a number of other financial centres, is a target of the free market economic policies espoused by the regime.

The Kurds, all suspected members of an outlawed group calling itself the Kawas, were rounded up at several houses in Istanbul after a tip-off.

The Kurdish separatist movement is said to be active, despite tough military crackdowns, in at least five south eastern provinces. Police said the 48 were all known offenders, who were charged with killing 14 political rivals from 1979 to September 1980, when the military seized power.—UPL

Dutch-built submarines to Taiwan. Mr Ford is representing an American oil company and has described his visit to China as a "mission of goodwill".

He is accompanied by secret service agents and has available communications equipment which will enable him to talk directly with the White House.

Mr Ford has declined to discuss his talks but expects to say they will deal with "Soviet expansionism".

Another arrival in Peking today was President Julius Nyerere of Tanzania to start his fourth official visit. It is due to last four days.

Dr Nyerere flew in from Japan where he made a state visit last week.

China and Tanzania have maintained close ties since the 1960s and the official Chinese Communist Party newspaper, the People's Daily, welcomed him as an "old friend of China".—Agence France-Presse and AP.

Nato exercise shows several weak spots

From Frederick Bonhart
Brussels, March 22

Nato's crisis management exercise (Winer Civil Military Emergency Exercise) which takes place every two years ended yesterday and indicated a number of weaknesses.

According to senior participants, the four main areas of concern are the lack of civil defence measures, vulnerable lines of communication, gaps in air defence and the chemical warfare threat.

There were also problems of reserve and stock levels. The "stayput" policy for civilians may be difficult to put into effect in the event of a nuclear attack. Even if adequate shelters were available—which is not the case—it is more likely that streams of refugees in cars would clog motorways and other roads, blocking military traffic and providing excellent targets for the enemy.

The threat of chemical warfare hangs over soldiers and civilians alike. Although protec-

tive equipment is available for the military (there is none for civilians) and they are trained in its use, only the United States have any offensive capacity in Nato.

And that is understood to be old and of doubtful value. Those who took part point out that it was an exercise in procedure and that the scenario was not important nor necessarily realistic.

However, according to one participant, the exercise did appear to show that senior officials in ministries prefer optimistic paper situations rather than have to face the unfavourable reality.

The exercise, which was run from Nato headquarters in Brussels, involved the participation of member countries as well as the three main military commands: Shape in Mons, Belgium, Atlantic Command in Norfolk, Virginia, and Channel Command in Northwood, Britain.

According to reports, practically no interference was caused by the industrial action of the British civil service.

Kampuchians face army call-up, Thai officers say

From Our Correspondent
Bangkok, March 22

All Kampuchean men aged 18 to 35 are being conscripted into the Army by the Vietnamese-supported Government, according to Thai intelligence officers.

They say that such a measure indicates the increasing military effectiveness of Khmer Rouge guerrillas and other resistance fighters.

The Thai authorities also say conscription will enable the Phnom Penh Government to compel more Kampuchians to vote in the forthcoming elections which Thailand and other countries in South-East Asia condemn as a sham.

Poisoned water: Thai army scientists, prompted by reports of deaths among Khmer Rouge guerrillas from Vietnam's alleged use of poisons, have found traces of cyanide in samples taken from a Thai spokesman at the Thai-Kampuchean border said today.

Colonel Charbonnet Penra-hon, commander of the 31st Infantry Regiment in the border area south of Arany-

prathet, confirmed the presence of poisonous substances in the water but the location from where the water was taken was not given.

There was some discrepancy in dates and casualty figures. The army spokesman said 17 Khmer Rouge guerrillas and dependents had died and 46 others were taken seriously ill between March 10-12.

The government-run Free Asia Radio, operating from Bangkok, quoted "sources along the border" as saying that 10 had been killed and 31 others seriously infected from March 12-19.

The Government in Phnom Penh today rejected Thai charges that Vietnamese troops have used toxic gas in operations against Kampuchean resistance forces. The official news agency SPK dismissed as "slander" the allegations which, it said, were intended "to deflect public attention" from Thai support for the ousted Khmer Rouge "genocidal criminals".—Agence France-Presse.

Protestants are thriving under new China policy

Hongkong, March 22—China has brought back freedom of religion and worship and the Protestant church there is thriving, Bishop Ding Guangxun said here today.

He is leading an eight-member Chinese Protestant delegation to a Christian conference of Asia opening tomorrow, the first such delegation for 32 years.

Bishop Ding said in a statement on arrival: "After the smashing of the Gang of Four, China has implemented the policy of freedom of religion and worship so that our church is being rebuilt. Construction work is unfolding in various places and the church is now thriving better than before."

The conference, entitled the "China Consultation", is described by local church leaders as "a breakthrough in the relationship between the churches in China and other Asian countries".—Agence France-Presse.

Mr Ford delivers Reagan greetings to the Chinese

Peking, March 22.—Mr Gerald Ford, the former United States President, today began talks with Mr Huang Hua, the Chinese Foreign Minister.

Mr Ford's six-day visit to China is part of a 12-nation tour of the Middle East and Asia.

His arrival in Peking was the first contact between a senior Republican and Chinese leaders since President Reagan took office in January.

The former President's visit comes after numerous warnings from Peking to Washington against any idea by the Americans of renewing diplomatic links with Taiwan, an idea Mr Reagan raised during his election campaign.

China has also clearly indicated its opposition to any arms sales to Taiwan—and recently rubbed in the message by downgrading its relations with the Netherlands over the supply of

Thousands quit 'wild west' for city life

Peking, March 22.—About 3,000 people who tried to return to Shanghai from the remote Xinjiang region of China have been sent back to the region over the past few months, the Shanghai newspaper Wenhui Bao reported today.

Some of those sent thousands of miles from the east coast city in order to settle China's "wild west" in the 1960s, made their way home secretly, while others had permission from the Xinjiang authorities.

But Shanghai refused to take them back and recently there have been street demonstrations by young people demanding jobs and food coupons. The first big protest occurred in mid-January, while in Xinjiang a mass demonstration was removed to have been held last November.

Today's report in Wenhui Bao gave the first official indication of the size of the problem, with its mention of the numbers involved. Some sources have said

as many as 10,000 people returned in November with authorization from Xinjiang though they had not officially been reintegrated into Shanghai.

The paper focused on some of those returning who, it said, had been "incited" to come back without giving further details. It praised others who had decided to return to Xinjiang after several months of "political education" by the Shanghai authorities.—Agence France-Presse.

The Times Profile

How Toyota changed their name and changed their luck



Assembling an engine in the Toyota works, and cars awaiting shipment overseas.

Photographs by F. L.

The year 1929 is famed for the Wall Street crash, but in the same year there was an event which history does not record but which in terms of its economic repercussions, deserved equal attention—the number of cars in Japan first overtook the number of rickshaws.

It was also the year a Japanese inventor called Sakichi Toyoda sold the patent for an automatic loom he had designed to a company of weaving machine manufacturers at Oldham in Lancashire for £10,000. Toyoda promptly turned it over to his son Kiichiro who was building a motor car.

Last year, half a century later, Japanese car makers produced 11,000,000 vehicles compared with the 8,000,000 produced in the United States. Congress rushed for import controls, the union of United Auto Workers banned imported cars from the parking lots at their offices. In Germany, Japanese manufacturers doubled their share of the market in twelve months. In Britain they took more than 11 per cent of car sales, forcing the government to make strong protests in Tokyo. And, for the first time, Europe's leading manufacturers joined forces in an effort to persuade their Japanese counterparts to adopt some form of export restraint.

It is Toyota, the company that started with the sale of a loom to Britain, that leads the Japanese advance.

The Toyota family was superstitious. Spelt with a "d" the name requires ten Japanese characters, with a "t" it only needs eight, and eight for the Japanese is a lucky number. And while the company has had bad luck in the early days, Toyota with a "t" is now the giant among giants.

At home it sells more vehicles than any of its rivals—300,000 more than its closest rival Nissan. It is the largest exporter of vehicles in the world, earning more foreign currency for Japan than any other Japanese company. One of its models, the Corolla (translated it means simply "crown of flowers") has been the world's best selling car for the past six years. In Japan it has been the best seller for no less than twelve consecutive years. In a normal production period, Toyota makes more Corollas than all 81 models put together. Today Toyota's accumulative production has passed the 30 million mark. The company even has a rugby XV which consistently runs Japan's leading clubs into the ground.

The beginning was slow and often painful. In the 1930s Ford and GM were dominating the Japanese market with cars and trucks that were already well known. Toyota knew that to compete he not only needed a good product but also the means to mass produce it. His prototype Model A-1 was going nicely round the streets of his home town Nagoya when his country's imperialist leaders resumed their adventures in China. In Tokyo, the government was calling for trucks not cars, and Toyota was forced to defer his plans for a family saloon.

An example to GM workers

The truck version of the A-1, the Model G-1, was poor. It was shoddy and cheap. The two vehicles destined for the gala launch at a Tokyo hotel nearly did not make it after countless breakdowns on the way. Two weeks later, on the way to the company's first dealer, a near fatal housing broke up when one of the trucks just lightly brushed a street lamp. At least the trucks were cheap—200 yen less than the imported American version. It meant selling at a loss, but it helped Toyota get rid of 14 of the 18 he had built by the end of the year.

Today things have changed so good have Toyota cars become that the beleaguered management at GM's body plant in Fairfield, Ohio, drove a Toyota Celica into the factory and parked it at the end of their production as an example of the quality their own workforce would have to match if they wanted to stay in business.

Koromo, the small town site of the first factory where the G-1 truck was made, has grown out of all proportion and changed its name to Toyota City. It is an ugly sprawling place with eight huge production plants, and a population of 280,000, the majority of whom work for Toyota or do work in some way related to it. 3,293,344 cars, trucks and buses rolled off the assembly lines in 1980.

Toyota ascendancy was never the certainty today's results would suggest. Wars, near bankruptcy, and a disastrous first attempt at exporting to the United States each in turn threatened to kill the company.

To start with, the conflict with China actually worked in Toyota's favour. The Japanese government revised its foreign exchange laws, and adopted emergency measures to control the imports of parts for the motor industry.

The war in the Pacific increased the demand for trucks still further. But this time, the government banned work on passenger cars altogether. Prospects did not improve when the war was over. When the Allies relaxed their complete ban on the production of motor vehicles, they sanctioned a total monthly output of 1500 trucks. The number of cars was restricted to 350 a year.

The restrictions were lifted gradually but only in time for the manufacturers to see the bottom drop out of the car market as the country's post-war economy lurched from crisis to crisis. What financial aid the government was able to give went

to the priority industries like coal, steel, power and fertilizers. Toyota borrowed what he could from the Reconstruction Bank to keep the truck business going.

But Joseph Dodge, MacArthur's senior economic adviser in Japan, was advocating drastic financial retrenchment as the only way of bringing inflation under control, and Toyota's loans from the reconstruction bank began to dry up. He revised his annual production of 15,000 trucks down to 3,000. Delays in credit payments began to create liquidity problems. Prices of raw materials soared, and the market shrunk still further. By Christmas of 1949, Toyota found himself needing 200 million yen to see the New Year out.

Down but not yet out, he went round to his local office of the Bank of Japan arguing that the demise of Toyota would not just be the end of his company, it would be the beginning of the end of the regional economy as a whole. The Bank took the point, and hurried together a consortium to raise the cash. But, far from solving his troubles, the deal pushed Toyota into a nasty corner.

The loan carried three conditions: the sales department was to be moved off from manufacturing to form a separate company; production was to be kept within realistic sales forecasts; and manning levels were to be cut drastically.

The first two conditions presented no great problem. But the cut in manning the Banks asked for meant laying off 1600 men—a full 20 per cent of the workforce. There was already growing unemployment, and the union was not having it. Negotiations reached a stalemate, and the men began a go-slow reducing output by a third. The two sides met no less than 36 times in the space of 10 weeks before the management backed down and the whole board resigned. So too in the end did 2000 workers.

At it turned out, the near disaster was something of a blessing in disguise. The company needed a shake down, and the Toyota Motor Company and Toyota Motor Sales began to work again with fresh vigour. But the upheaval had put a strain on Toyota's health, and he died suddenly in 1952 at the age of 58. Had he lived just one more year, he would have seen the first truly Japanese family car driven off its assembly line into a barrage of coloured streamers; the senior staff dressed up in tuxedos clapping and bowing and congratulating themselves on their achievement.

In Japan, the Crown compared favourably with other models and, flush with its success, Toyota went for the export markets before it was ready. In the United States, the Crown failed to meet the standards of performance Americans expected. The Tiara which followed in 1960 did not do any better. By 1963 Toyota was pulling out of the American market. It was a bitter but salutary lesson.

Today Toyota is winning the Export battle, and it is doing so because it has high quality products and a dedicated and undivided workforce. Since a go-slow in 1950, Toyota has not lost a single day's production through industrial disputes. No motor company in Europe or America has a car-per-worker ratio that comes anywhere near Toyota's.

The undivided workforce, now almost 47,000 strong, comes from an essentially undivided nation. The concept of them and us simply does not exist in Japan. When I visited the Corolla plant, Mr Hiraiwa, the manager of No 1 assembly line, spent the 15 minute coffee break talking with five assembly workers and their group leader. When I suggested it must be unusual for managers to come into the shop floor for that kind of discussion, he looked mildly surprised. He came onto the shop floor every day, he said. "Toyota make cars in factory, not in office," he said with laughter. Managers and workers eat in the same canteen.

The labour force cares about the cars it makes. Huge hordes with the company motto "Good thinking, good products" hang above every work station. Last year the staff dropped more than 500,000 written suggestions into the factory collecting boxes. More than 80 per cent of them were used to a greater or lesser extent.

Such is the cooperation that one might ask, who needs unions? It is true that differences between management and the workforce are

generally sorted out at informal meetings before the union need get involved. But annual wage negotiations are a union matter. Japan unions are company based. The 1 Workers' Union represents all blue and collar workers, and while it belongs to a national Auto Workers' Union it is not controlled. The Toyota union do not give the management an easy time, but its negotiators tend to be in the general belief that what is good for company must be good for its workers.

Factory staff work an eight hour day or on average 2,140 yen per hour (approximately \$2.28) including overtime. Office staff in work much longer hours, often not going before seven in the evening and rarely taking their full holiday entitlement. Why? "There's much work to do," is the reply.

But perhaps the most conclusive evidence involvement at Toyota can be seen in the above the length of every assembly-line. The "communication cord" is for anyone to pull finds something wrong with a vehicle or reaches his work station, or if he has a problem himself. He will write out the fault or difficulty if he can, or he will make sure taken care of further down the line. A group leader explained: "Everyone in Toyota is an inspector."

To the unaccustomed eye it looks as if the assemblers are about to run out of it. That is how it should look. The so-called Kanban system ensures that parts manufactured and delivered to the production line only as and when they are required, only does it create the flexibility to cope market fluctuations, but it also saves space, assembly lines and in the warehouses. As course it saves money. The Toyota system is well established throughout the Japanese industry, and Ford introduced the system in America's plant.

Not just an employer

While Ford can borrow production techniques that it will never do is reproduce the pattern that characterizes Toyota's relationship with its staff. More than thirteen thousand union employees live in single rooms and dormitories. They pay the equivalent of a month's then 3,500 families live in 1 apartments; and, for those who choose to in their own homes, the Toyota Home Purchase scheme provides loans at well below the bank rate.

The Toyota Co-op, established back in the 1940s, has nearly 90 stores all conveniently situated near company housing. For holidaying at home, there are company cars and more than 200 inns and hotels where workers can claim huge reductions.

In sickness, as in health, the company hand. The 400-bed Toyota General Hospital a staff of 26 doctors and 122 nurses provides kind of health care NHS patients in Britain no longer take for granted. There is an accident and emergency department, a maternity unit theatres equipped to deal with everything from simple appendicitis to complex brain surgery.

And while the company keeps one eye on present workforce, it keeps another eye on the future. Just a stone's throw from the head office is the company's own Technical High School. It provides a three course for 400 boys in the 15-18 age group. It is by exam and, while there is no obligation to sign up with Toyota afterwards, the vast majority do. Unlike so many high school children, the 800 at Toyota have a job all time for them. A job in a still expanding company that has already earned itself a prominent place in the annals of industrial history.

Robin Laurant

© Times Newspapers Limited, 1981

The G-1 truck, the first Toyota to take the road.

COMBON MARKET LAW REPORTS

For a complete weekly guide to the law, contact with Community Law Centre

Telephone: (01) 404 4200

European Law Centre

Teacher's tantrum

Jakarta, March 22.—A teacher in Sumatra, enraged by complaints from his pupils that they did not understand his mathematics lesson, beat two children unconscious and injured 13 others, according to a Jakarta newspaper.

Thousands quit 'wild west' for city life

Peking, March 22.—About 3,000 people who tried to return to Shanghai from the remote Xinjiang region of China have been sent back to the region over the past few months, the Shanghai newspaper Wenhui Bao reported today.

Some of those sent thousands of miles from the east coast city in order to settle China's "wild west" in the 1960s, made their way home secretly, while others had permission from the Xinjiang authorities.

But Shanghai refused to take them back and recently there have been street demonstrations by young people demanding jobs and food coupons. The first big protest occurred in mid-January, while in Xinjiang a mass demonstration was removed to have been held last November.

Today's report in Wenhui Bao gave the first official indication of the size of the problem, with its mention of the numbers involved. Some sources have said

as many as 10,000 people returned in November with authorization from Xinjiang though they had not officially been reintegrated into Shanghai.

The paper focused on some of those returning who, it said, had been "incited" to come back without giving further details. It praised others who had decided to return to Xinjiang after several months of "political education" by the Shanghai authorities.—Agence France-Presse.

Thousands quit 'wild west' for city life

Peking, March 22.—About 3,000 people who tried to return to Shanghai from the remote Xinjiang region of China have been sent back to the region over the past few months, the Shanghai newspaper Wenhui Bao reported today.

Some of those sent thousands of miles from the east coast city in order to settle China's "wild west" in the 1960s, made their way home secretly, while others had permission from the Xinjiang authorities.

But Shanghai refused to take them back and recently there have been street demonstrations by young people demanding jobs and food coupons. The first big protest occurred in mid-January, while in Xinjiang a mass demonstration was removed to have been held last November.

Today's report in Wenhui Bao gave the first official indication of the size of the problem, with its mention of the numbers involved. Some sources have said

as many as 10,000 people returned in November with authorization from Xinjiang though they had not officially been reintegrated into Shanghai.

The paper focused on some of those returning who, it said, had been "incited" to come back without giving further details. It praised others who had decided to return to Xinjiang after several months of "political education" by the Shanghai authorities.—Agence France-Presse.

Thousands quit 'wild west' for city life

Peking, March 22.—About 3,000 people who tried to return to Shanghai from the remote Xinjiang region of China have been sent back to the region over the past few months, the Shanghai newspaper Wenhui Bao reported today.

Some of those sent thousands of miles from the east coast city in order to settle China's "wild west" in the 1960s, made their way home secretly, while others had permission from the Xinjiang authorities.

But Shanghai refused to take them back and recently there have been street demonstrations by young people demanding jobs and food coupons. The first big protest occurred in mid-January, while in Xinjiang a mass demonstration was removed to have been held last November.

Today's report in Wenhui Bao gave the first official indication of the size of the problem, with its mention of the numbers involved. Some sources have said

as many as 10,000 people returned in November with authorization from Xinjiang though they had not officially been reintegrated into Shanghai.

The paper focused on some of those returning who, it said, had been "incited" to come back without giving further details. It praised others who had decided to return to Xinjiang after several months of "political education" by the Shanghai authorities.—Agence France-Presse.

Thousands quit 'wild west' for city life

Peking, March 22.—About 3,000 people who tried to return to Shanghai from the remote Xinjiang region of China have been sent back to the region over the past few months, the Shanghai newspaper Wenhui Bao reported today.

Some of those sent thousands of miles from the east coast city in order to settle China's "wild west" in the 1960s, made their way home secretly, while others had permission from the Xinjiang authorities.

But Shanghai refused to take them back and recently there have been street demonstrations by young people demanding jobs and food coupons. The first big protest occurred in mid-January, while in Xinjiang a mass demonstration was removed to have been held last November.

Today's report in Wenhui Bao gave the first official indication of the size of the problem, with its mention of the numbers involved. Some sources have said

It came as little surprise to those who had followed England made the final four. Four of the many top riders were in the final: Janet Guthrie, Monica W. Jane Emerson, and Celia B. ridge sealed the place for England's success in the final. They were the Celtic four America at Easter 15 in the junior international E defeated Scotland 10-4.

WOMEN'S INTERNATIONAL: England 2, Wales 1.

COUNTRY CHAMPIONSHIP: Scotland 10, Northern Ireland 7, Wales 6, Ulster 5, Yorkshire 4, Middlesex 3, East of Scotland 2, Semi-final round: West of Scotland 10-4, Northern Ireland 6-4.

LONDON LEAGUE: Bromley 5, Beckenham 1, Dulwich 1, King's College 1, Gillingham 1, Mill-Surrey 0, Reading 0, Purley 1, Richmond 1, Richmond 1, Hampton 1.

WOMEN'S COUNTRY CHAMPIONSHIP: Amersham 4, Chertsey 3, Semi-final round: Amersham 4-0, Chertsey 3-0.

EAST LEAGUE: Premier Division: 1. Chertsey 2, 2. Chertsey 1, 3. Stortford 0.

Yesterday

INTERNATIONAL: Wales 3, Poland 2, D. Wales 1, Scotland 3, Scotland 0.

COUNTRY CHAMPIONSHIP: Middlesex 1, Buckinghamshire 0.



Work on the 12.4-acre site in Orion Southgate is on target

Also in this area, in one of the largest single factory deals in the south east in recent years, Gabriel Securities has completed the preletting of 123,560 sq ft on its 55m industrial estate at Gatwick Airport at a rent approaching £2.50 a sq ft.

The Property Services Agency is to sell about 300 acres of land at Southwood Cove, near Farnborough, Hampshire, a former Ministry of Defence training camp, and have appointed Hillier Parker May and Rowden as their agents. A draft development brief has been prepared by the Hart district and Rushmoor borough councils which allocates some 35 acres for industrial and 70 acres for residential use, with the remainder for schools, shops, golf courses and other recreational facilities. The site will probably be sold by public tender in the early summer.

In Northamptonshire, Wel-

Aerial view of Livingston shopping centre, which is to be doubled in size. ..

Drivers Jonas, who have been advising the borough council, say that it is the intention to encourage the private sector to develop the estate on a partnership basis, in direct competition with the industrial developments

The architects are the Elsworth Sykes Partnership and their plans include 35,000 sq ft of shops in six units ranging from 1,800 sq ft up to 19,750 sq ft, and a total of 115,000 sq ft net of offices.

Of these, 27,500 sq ft would be above the shops and 87,500 sq ft

Just coming up to completion in Kingston upon Thames, Surrey, is a new office development known as The Malthouse, at 25-29 High Street. The scheme is being carried out by the Imperial Group Pension Fund and National Car Parks. The building, with ground and three upper floors, provides about 25,500 sq ft of accommodation which is available at an asking rent close to £10 a sq ft. Letting is through Richard Ellis.

The Joint Liquidators of Grand Junction Company, a subsidiary of Amalgamated Investment and Property Company, have sold the freehold of 15-21, Praed Street, London, W2, to a pension fund. The property comprises a recently completed shop and office building entirely let to Bremar Holdings. Offers in the region of £1,450,000 were being asked. Knight Frank & Rutley acted for the joint liquidators and Peter Taylor and Company for the fund.

Gerald Elv

Washington

Please write fully and in confidence to: The Trustees, Council
for Social Democracy PO Box 556, London SW1H 9BU.

G. M. Mamba,
t Street, London, S.W.1
ephone 01-583 5447 .

half-time lecturer and in studies of the 19th-century. The successful applicant will be expected to teach a variety of courses, historical and technical, and to have a particular interest in one or more of the following: nineteenth-century music, music theatre, music drama, analysis, composition and instrumental music. Salary: £1,500-£11,575 (under review), plus superannuation. Applications, two covers, naming three referees, should be sent by 23 April, 1983 to the Assistant Registrar (Arts), P.O. Box 275, Birmingham B15 2TT from whom an application form may be obtained.

**THE ROYAL INSTITUTE
OF INTERNATIONAL
AFFAIRS**

NOTICE

AN ESTABLISHED
CLASSICAL RECORD
SHOP

[illegible][illegible]

EDUCATIONAL

D'OTTENHOPE'S AT
HEARTFORD COLLEGE,
OXFORD

EASTER COURSES
FOR O & A LEVELS

Intensive week's session courses
for O and A level students
covering all the Small group
syllabuses. A full range of
lectures and seminars
with residential. Prospective
students should contact the
Director of Studies,
Overcourse, 110 Banbury
Road, Oxford. Tel. Oxford
12364.

MINSTER - O & A LEVEL -
Senior Program
Woodward, Tel.

[illegible]

University of Birmingham

**DEPARTMENT OF
RUSSIAN LANGUAGE
AND LITERATURE**

Applications are invited for a temporary Lectureship in Russian for three years, 1982-1985. Candidates should have a special interest in the field of early nineteenth century Russian literature.

Applications on scale £5,505-£11,575 should be sent to the Department of Russian Language and Literature, University of Birmingham, Birmingham B15 2TT, from whom further information may be obtained.

Applications, with three copies, naming the referee, should be submitted by 30 April, 1981, to the Professor of Russian Language and Literature, University of Birmingham, Birmingham B15 2TT, from whom further information may be obtained.

University of Birmingham
Department of Music

LECTURESHIP IN MUSIC
(Half-time)

Applications are invited for a half-time lectureship in Music from 1 October, 1969. The successful applicant will be expected to teach a variety of courses, historical and technical, and to have a particular interest in the history of the piano: a knowledge of music theory, music history, musical analysis, composition and instrumentation.

Applicants should send a curriculum vitae, with scale of tuition, list of references, and a list of publications, to the Secretary, School of Music, University of Birmingham, Edgbaston, Birmingham B15 2TT, by 23 April, 1969, in a sealed envelope marked 'Music Lectureship'.

O. Box 15, Birmingham B15 2TT, from whom further particulars may be obtained.

possible candidates should immediately write or telephone the Headmaster, Durham School, Durham City, DH1 4SQ Durham 479771 for details.

**THE ROYAL INSTITUTE
OF INTERNATIONAL
AFFAIRS**

Seeks Research Assistants in Economics, Social and Organizational Studies for the following categories: 1. Economics, 2. International Law, 3. Foreign Policy, 4. International Relations, 5. Social and Organizational Studies. Salary according to experience and qualifications. Further details from the Personnel Officer, The Institute of International Affairs, 7, James's Square, London, W1P 8QJ. Closing date for applications 15th October 1988.

NOTICE

All advertisements are subject to conditions as to space and time from newspaper office which are available.

Why the going is now so favourable for a centre party alliance

This month's Gallup Poll establishes that no Prime Minister since the war has been so disliked as Mrs Thatcher, nor any Opposition leader as little respected as Mr Foot



David Steel: most popular

The Social Democrats are launching their party when the prospects for a third party breakthrough look better than at any time since the present two-party system was formed in the 1920s.

The Social Democrats' standing in the opinion polls is spectacular. The weighted average of the seven post-Wembley nationwide polls gives Labour 31 per cent, the Conservatives 27 per cent, the Social Democrats 26 per cent and Liberals 14 per cent. More radically, a Liberal and Social Democratic alliance is given 41 per cent, way ahead of the two main parties—and enough to sweep to power with nearly 350 seats. The polls have been remarkably consistent, with no sign of the Social Democrats losing momentum. No such degree of persistent support for a centre party has been recorded since the polls began in the 1920s.

The polls established beyond doubt that a failure of the Liberals and Social Democrats to reach an electoral agreement would be political suicide, leaving both with fewer MPs than they have now.

They also vindicate the call by the Liberal leader, David Steel, for a fully fledged centre party—a halfhearted pact. The electorate distinguishes between voting for a Social Democrat or a Liberal where the other party has stood down (a pact from voting for a candidate of whatever party undecideds, standing as a Liberal and Social Democrat (an alliance).

Among Liberal voters only half would vote for a Social Democrat where the Liberal withdrew, whereas almost all would vote for an alliance candidate. And some people, while not prepared to vote for either a Liberal or a Social Democrat standing alone, would support the alliance. For reasons spelt out later, these people could be crucial.

How seriously should these polls be taken? Polls cannot predict because the alliance does not exist and anything might happen between now and the next election. Polls describe. But media blown electoral bubble or the groundswell of a genuine realignment?

The answer is a bit of each, but probably more of the second than the first. Disaffection from the two main parties has been growing steadily since the mid-1950s and at a quickening pace since 1970 (see table). The number of very strong Conservative and Labour identifiers has fallen from 40 per cent in 1964 to 20 per cent in 1979. The share of the total electorate going to the two major parties has fallen from 80 per cent in 1951 to 61 per cent in 1979 (and was even lower, at 55 per cent, in October 1974). Liberal (and in

Wales and Scotland, Nationalist) support has gradually risen, not unremarkably, but cyclically: each Liberal peak—always occurring under a Conservative government—has topped the last, each though has been a higher springboard for recovery.

Moreover, two-party support has declined for reasons that are few grounds for expecting an immediate reversal. The main reason is Britain's economic decline and the governments of both parties: a quick recovery seems unlikely. Another probable reason is the replacement of the partisan press by "balanced" to television as the most influential medium of politics. This too will continue.

A third reason is the erosion of the two parties' traditional class base. The British Election Study found that at the last election less than half the electorate was from the two main parties, but more than half was from the middle-class or working-class characteristics—in terms of occupation, family origins, house ownership etc.—was only one in five. There are more and more middle-class trade unionists and working-class house owners; mobility and marriage across class lines is increasing.

A final factor is the steady loss of faith among Labour (but not Conservative) supporters in their own party's basic principles.

In 1964 most Labour identifiers supported the collectivist trinity of trade union power, public ownership and increased social welfare; by 1979, although reduced to a smaller core, less than a third did.

All this suggests that the Social Democrats are tapping an existing electoral constituency and not just a fleeting protest vote.

Yet hardhearted politicians, including many academic psephologists, remain deeply sceptical. If a realignment has been on its way for 20 years, why did the Liberals not make the breakthrough years ago—in the 1964 election after Orpington, or in February 1974 after their spring of earlier by-election wins? The vote per Liberal candidate was in fact higher in those two elections than at any time since the 1920s, but it was still a drop from their best showing in the opinion polls, probably because of their inability to convince potential supporters that they could form or join the government.

Modern elections are fought in the media, especially television, not on the doorstep. And whatever their eventual entitlement to party political broadcasts, sheer novelty and the prospect of a breakthrough will guarantee the Liberal coverage for the Social Democrats.

Public enthusiasm, it is also predicted, will wane once they spell out their policies. But academic surveys and recent

polls show that almost all their basic positions—of parliamentary democracy, the mixed economy, nuclear defence, incomes policies, higher public expenditure, proportional representation, industrial democracy—have majority support. Only on the EEC are they seriously out of line, and the electoral damage that brings will depend on whether Europe becomes an important election issue. It has not been in the past.

But anyway, election surveys consistently show that a party's position, swing few votes. So long as the Social Democrats avoid the extreme and the unforgotten, their policies, while important in recruiting activities, will have little bearing on their vote.

Other sceptics look further ahead. Labour parties do not survive for long, it is claimed, without a distinctive social base. But they do in the United States, Canada and Eire; so does the Conservative Party whose voters (as opposed to activists) are not socially distinctive. It is not even clear that there is any major social base left in Britain. The conventional wisdoms, based on the party system and the structure of the electorate, no longer apply as much as they once did.

Except in one crucial respect. A breakdown of Gallup's large merged sample of more than 7,000 shows that a Liberal-

polls show that almost all their basic positions—of parliamentary democracy, the mixed economy, nuclear defence, incomes policies, higher public expenditure, proportional representation, industrial democracy—have majority support. Only on the EEC are they seriously out of line, and the electoral damage that brings will depend on whether Europe becomes an important election issue. It has not been in the past.

But anyway, election surveys consistently show that a party's position, swing few votes. So long as the Social Democrats avoid the extreme and the unforgotten, their policies, while important in recruiting activities, will have little bearing on their vote.

Other sceptics look further ahead. Labour parties do not survive for long, it is claimed, without a distinctive social base. But they do in the United States, Canada and Eire; so does the Conservative Party whose voters (as opposed to activists) are not socially distinctive. It is not even clear that there is any major social base left in Britain. The conventional wisdoms, based on the party system and the structure of the electorate, no longer apply as much as they once did.

Except in one crucial respect. A breakdown of Gallup's large merged sample of more than 7,000 shows that a Liberal-

Social Democratic alliance draws its support with remarkable evenness across the social spectrum. Its vote will therefore be far more uniformly spread across constituencies than that of the two main parties—and will be mercifully penalized by Britain's electoral system as a result.

For example, a 23-30 per cent vote would put the alliance into second place almost everywhere but only give it 30-35 seats. A 30-33 per cent vote would produce only 20 or so more seats, leaving the alliance savagely under-represented but with an odds-on chance of holding the balance in the Commons.

Take-off begins only at the 34 per cent mark. Still badly under-represented, the alliance would none the less be virtually guaranteed the balance of power and the strength to secure proportional representation. Above 37 per cent it would be the second largest party; above 39 per cent large enough to form the government on its own.

Once off the ground, the alliance would rapidly find itself in the stratosphere: every percentage point in the 34-40 per cent range would be crucial.

But in all probability the alliance, if formed, will not sustain its current 40 per cent level of support. How far it falls will depend partly on the other two parties' policies, but more on the economic upturn will obviously retrieve some current Conservative defectors; but there is no forecast yet of a fall in unemployment, for most people the key economic factor.

A return by Labour to the theological centre might restore some of its defectors. But that would probably require a decisive comeback by the Labour right; anything less would probably redouble the efforts of the left and lead to a new split, to the Social Democrats' benefit.

Rightly or wrongly, the Social Democrats' prospects will depend mainly on their ability to convince electors that they can win. But credibility is volatile; what the interaction of media and polls can give is a medium-term picture. That is why the Social Democrats are wise to be choosy about the local elections and by-elections they fight. And it is also why forging an alliance with the Liberals makes all other considerations—policy, organization, even the leadership—pale into relative insignificance.

Ivor Crewe

The author is director of the SSRC Survey Archive and co-director of the British Election Study, both at the University of Essex.

The storm forecast over British fishing policy at the European summit meeting which opens today should have passed when Britain's turn to take the six-monthly presidency of the European Community Council of Ministers comes round in July.

The presidency offers a unique opportunity for the country concerned to steer the community's affairs and promote new initiatives through control of the agenda of the various Council meetings.

This presidency will be a crucial one in the history of the Community, and in many ways exceptionally favourable to British initiatives. If real progress is to be made in reforming the common agricultural policy and the special problem of Britain's contribution—something will have to be achieved during our presidency; otherwise we risk running out of time. Equally, if the Community is to develop a credible industrial policy to cope with the recession, Third World competition and technological change, the time to start is in 1981.

By midsummer the French presidential election will be over. A new French administration may be more open to new ideas.

The second favourable factor is that Britain's own position in the Community is stronger than during previous British presidencies. Our trade with the rest of the EEC is roughly in balance. Our exports to the EEC have grown more than sixfold since we joined in 1973 (if one includes oil and gas, now account for nearly half our total overseas sales).

Moreover, the recent decline of sterling in the exchange rate provides an opportunity to rectify one of our more serious mistakes of the past few years and make a positive pro-European gesture by joining the European Monetary System. It would have been in our best interests to have done this when the EMS was first started, when the pound was roughly equal to \$2. Inexplicably, the Bank of England was worried that sterling's exchange rate would be pegged at this level if we joined, whereas if we did not it might fall to levels where our goods would be uncompetitive.

So we stayed out, but instead of falling sterling rose against almost all currencies, to a peak of \$2.40 or so. That would not have happened had we joined the EMS.

Now that the authorities are at last getting the exchange rate down to a level at which our manufacturing industries can compete, we are nearing the point—somewhere between \$2 and \$2.10 to the pound—at which sterling can be safely added to the EMS at a sustainable level.

Such a move would certainly improve Britain's credibility with our EEC partners, especially if it was accompanied by some initiatives in the field of energy policy. What our partners would like from us here is a commitment to allocate some part of our North Sea oil production—figures of 7-10 per cent have been mentioned—as a strategic reserve available to other EEC countries in the event of further disruption to Opec supplies.

In return, Britain would benefit greatly from one of the proposals for increasing the Community's financial resources which has been floating around in Brussels for some time—a tax on all energy imports from outside the Community. If this were adopted it would help solve two problems together: it would broaden the Community's financial base and redress the imbalance between Britain and the rest of the Community, which threatens otherwise to return in 1982, on the expiry of the three-year agreement negotiated last year by Mrs Thatcher.

Just as a common agricultural policy benefits EEC countries who are net food exporters, so a common energy policy would benefit countries such as Britain who are, or are about to become, net energy exporters. This is an area where

we should therefore be taking new initiatives during our presidency.

The other great area of change and opportunity, of course, is the CAP. The Community's financial base is expanded, or unless a rural spending is brought under control, the Community will run out of money, in 1982, maybe in 1983. For one is unlikely to see an increase in the financial base unless farm output is brought under control, or too many other which Britain would like any extra money spent—on industrial, regional and social culture.

So the pressure for reform. At the same time, it comes in the EEC cap, including Britain, are going to be squeezed and it is far from the easiest of politically to cut back CAP.

Paradoxically, the far Mr Peter Walker has favoured farming rather than other sectors. Agriculture—in contrast to his successor, Mr John Silke—example—may make it for him to sell a limited package to his colleagues in the presidency of the council. The little doubt that he will see support for his foodstuffs based much longer-term structural than short-term political credits and a clear line between the CAP and trade policy.

It is also essential to ease some control of national subsidies now developed for particular of food production. The Commission has to pay for the surplus production generated by national subsidies. The deal with this is to establish a principle that the Commission has to impose a cap on excess production.

All this should go to putting a cap on spending, though it will be far as consumers will be in particular the one prospect that Mr Walker agrees to ending the substantial under-valuation "green pound", which is a tax on the British farmer.

Three other issues surround the broadening of policy to include an industrial policy, as set the Nicholson report.

1. Permanent mechanism ensure that Britain do again incur an unfair burden commitment to the EEC 1979.

2. Ways of making the EEC system more efficient streamlined, by focusing ruthlessly on priorities. On the second issue, ready indicated, much gap could be bridged by import levies, levied on agricultural products increased spending on policy. But it may still be a long time before the gap which would relate to some agreed economic level.

Finally it would do harm in the eyes of other here if we were seen genuinely concerned to the Community work as well as looking after national interests. The I not necessarily in conflict with the British farmer.

Michael St

The immortality of Plataea

Philip Howard on the unique significance of a tiny Greek town wiped out in an earthquake last month

Last month's earthquake in central Greece wiped out the map a speck called Plataea. It is a dusty little one-gate town about ten miles south of the main road from Thiva, between the River Asopos and the foothills of Mount Kithairon. But in spite of its modest appearance, Plataea is one of the most historic places in the world. It was the site of the Greek victory over the Persians in 479 BC which saved our infant western civilization from being strangled at birth. A generation later Plataea was the scene of a terrible plague. Unlike the majority of Plataea this was not one of the decisive battles of the world, but it was one of the first to be recorded in vivid detail by a historian of genius. Plataea has been razed, yet again. But what happened there cannot be erased from history, or from the effect it had on all of us.

The Greek newspaper *Avdimi* has started a campaign to rebuild Plataea. Its editor-in-chief, Christos Poulas, sent us a cable the other day: "Gentlemen... we have considered to address the most potential newspapers around the world, and propose them to adopt the above mentioned town, being convinced that the international press could use its influence in order to support the devastated area with material as well as with moral aid."

The Greek Prime Minister has announced that his government will meet the expenses of repairing the devastation of the earthquake. But we should certainly give our moral aid to Plataea, because the victory there 23 centuries ago preserved such notions as the liberty of the individual and the freedom to ask questions and speak one's mind, however inconvenient, without which *The Times* would be a very different newspaper.

In his account of the battle Herodotus tells us that a little before the Persian War describes Plataea as "the greatest victory of all those known to us". He was right, for at least three reasons. It is difficult to discern the exact course of the campaign from his account, but at



any rate it is clear that the strategy of Pausanias, the Spartan general, was masterly, and that the Persian army, led by Mardonius, was defeated. The battle was a decisive victory for the Greeks, and it was here that the Persian Empire was finally defeated.

Thirdly, and most important, the Battle of Plataea ended the Persian attempts to conquer Greece. The Persian army was defeated, and the Persian Empire was finally defeated. The battle was a decisive victory for the Greeks, and it was here that the Persian Empire was finally defeated.

Hand to hand combat with Greek getting the better of Persian

separate grave. Those Greek cities that should have sent contingents and had failed to do so got in on the act by erecting cenotaphs. Simonides composed epitaphs that still make the hair at the nape of the neck bristle. For the Athenian Dead at Plataea: "If to die honourably is the greatest part of virtue, Fate has done best for us. Because we fought to crown Greece with freedom, we lie here enjoying fame that will never grow old."

At the beginning of the Peloponnesian War, Plataea, the little border town between Attica and Boeotia, was at the centre of history again. It was an ally of Athens but vulnerable to attack by its big neighbour to the north. In 431, after an assault by Thebes, Athens evacuated civilians. The garrison, after a long and heroic defence, was eventually starved out by the Peloponnesians in 427, and its members put to death, except for those who had escaped in a daring night sortie.

Thucydides' account of the siege warfare, with mounds and saps, and undermining, and attack by fire, and hairbreadth escapes, is the most vividly and deadly breath reads like an episode in the First World War. It has always been a popular passage for teachers in British schools, partly because it is a long self-con-

tained narrative, partly because of the difficulty of the vocabulary and the complexity of the grammar, but mainly because of the drama and pathos of the story.

"They therefore brought the Plataeans before the army again, one by one, and asked each of them the same question: 'Have you done anything to help the Spartans and their allies in the war?' As each man replied 'No', he was taken away and killed, no exceptions being made. No fewer than 200 Plataeans were put to death in this way, together with 25 Athenians who were taken away and killed in the siege. The women were made slaves."

As for the little city, the foul, bloody Spartans razed it from its very foundations and built, next to the temple of Hera, a large hotel 200ft in circumference, with rooms upstairs and downstairs. They used the roofs and doors of the Plataeans to build, and with the other material in the town, they made couches which they dedicated to Hera, for whom they also built a stone temple 100ft square.

It takes more than an earthquake, more even than the Spartans, to wipe out Plataea. What happened there will be remembered so long as there are free men around who can recognize the difference between liberty and slavery. The Greeks will rebuild the town. Another layer will be added to the frequent devastations in the archaeology of Plataea. But, as Simonides wrote, the immortality of Plataea is guaranteed by stuff that lasts longer than stones.

Confessions of an infltbl mtrrs buyer

Returning from a few weeks out of town, I found more than the usual quantity of mail waiting for me. As usual, most was from people trying to sell things. There were brochures advertising jewelry, pens, encyclopaedias, theatres, records and adjectives of a kind. Some advertised an answer right away so that I would qualify for a free letter. One envelope, challengingly, bore the question: "On you read advertising mail such as this?" The shaming answer is yes, I do, and that is why I am chiefly to blame for the growing weight of junk mail that affects me. You just have to give a positive response to one such offering and word will soon be coming. I have found a live one here. More and more solicitations flood in.

"Infltbl Mtrrs" next to my name. I was not sure that I wanted to be so known in the junk-mail community: it made me feel like a criminal. I had selected my name at random for this test ought to have known that your average inflatable mattress man is not normally a dmd slre ncle person, though I suspect the Remington scheme, one word of that gets about, will qualify me for a number of extraordinary opportunities in the area of the fine arts.

Culture is already covered. This year I bought a subscription to three plays at the Lincoln Centre, since when every repertory company in town, and some in adjacent states, have written trying to lure me through their dingy portals.

I threw all those away, as I did the letter which began: "Congratulations! You've just won an all-expenses paid free trip for two to Hawaii. To begin with I knew very well that it did not mean that I turned out that I was to imagine how lovely it would be if my phone rang and somebody gave me that message."

In the second place, I am not sure I want to go to Hawaii, because to judge from the

prices offered on promotional contests and television quiz shows, half its visitors must be there on trips they have won. On balance, I would prefer to stay at home, curled up with my copy of the catalogue from Hammacher Schlemmer, one of the few pieces of junk mail I did save and cherish. It is a New York shop which boasts a stock as eccentric as its name.

It specializes in gadgets for the media performance of functions, you never knew you could not accomplish without them—a tremendous place to buy presents for people who have everything twice.

My favourite item is the professional egg peeler, a good buy at \$9.95 for those who find peeling hard-boiled eggs simply too much of a strain. "Place cooked egg in cradle under accordion-like cover, press down on cover and presto, egg drops out peeled."

Other gadgets offer a variety of sounds, including silence. The environmental sound machine, at \$129.95, plays "white sound" for screening out unwanted noises. It can also simulate breaking waves, surf effects, rain and a waterfall. It is supposed to send you to sleep, but might not.

something no self-respecting kitchen should be without, as the machine for making sliced bread thinner (\$12.95). But what are we to make of the electronic diet fork? At first I thought it must be a joke, but it seems perfectly serious. Here is how the catalogue describes it:

"An eating utensil designed with built-in lights which automatically signal you when to eat and when to stop. Induces weight loss through behaviour modification. The green light signals to eat, the red light how long to chew and to stop."

A snip \$14.95, but I could not possibly bring myself to order it. Imagine being known to the mail-order people as "elctrcnc d frk". What bizarre nonsense would they try on me then?

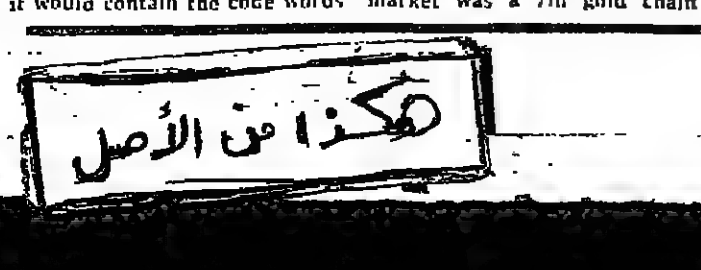
I thought of Hammacher Schlemmer's gadgetry last weekend when President Reagan, apparently feeling trapped in the White House, was in New York. He seems to have had a whole of a time. He went to see Sugar Babies, a slightly risqué show about weekend strippers chor' burl'esque, as they modestly permit it here. He watched his son dance with the Joffrey Ballet, he visited Little Italy and went out to dinner with friends at

Le Cirque, one of New York's most fashionable and expensive restaurants, where Mrs Reagan is an old customer. It was the dinner and the elaborate preparations—precautions, rather than intrigued people here. On the day of the President's visit, squads of inspectors from the Secret Service and the city health and fire departments went to Le Cirque to carry out checks.

The men from the Food and Drug Administration provoked the most comment. They were checking for food contamination and the effluents to advise M. Albin Sailliac, one of the grandest French chefs in New York, about how he should cool his sauces. "They want sauces to be cooled rapidly," M. Sailliac complained. "From hot to cold in 30 minutes no bacteria do not develop. But I think for flavour and texture, sauces should cool slowly. But of course, for today we will do it their way."

This blatant governmental interference in the art of the chef provoked a justifiably angry editorial in *The New York Times*, which cares deeply about such matters. While it conceded that President Harding had died 53 years ago from suspected food poisoning, it felt that the Le Cirque was not sufficient to warrant such draconian measures.

Michael Leapt





P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

BRITAIN WRONGLY IN THE DOCK

The contentious issue of fisheries policy now looks like dominating the European Community's summit conference which opens in Maastricht today. Herr Schmidt is said to be enraged by the failure of the Ten to reach agreement on the issues involved, which has meant that German fishermen have had to stay in port rather than go out and take advantage of the access to Canadian waters which was negotiated some time ago. And he apparently plans to blame Britain for it. Britain, it is being suggested in Bonn, has failed to suggest last year's agreement on fisheries contributions, which included an undertaking by all concerned to reach agreement on fisheries by the end of last year. Mrs Thatcher will therefore be pilloried and threatened with reprisals.

These are substantial allegations, which threaten to turn differences over fisheries into a Community crisis: and it is to be hoped that everyone will keep a sense of proportion in Maastricht. There are, after all, bigger questions to be tackled by the Ten both inside and outside the Community. But the German charges can and should be answered. Basically, there is no reason to single out Britain for the failure to reach agreement on fisheries so far. Agreement by all implies concessions by all—including France, which was largely responsible for the last-minute failure in December and is now insisting on access to British coastal waters.

The present impasse can be traced directly to that original sharp practice. The Six need not be surprised, still less affronted, if the late entrants insist on receiving the advantage that was then taken of their position.

The recent contraction and present recession of the British fishing industry are not in any large measure attributable to Community policy. They are due to the loss of distant fishing grounds, especially off Iceland, to depletion of stocks in the North Sea and north-east Atlantic, to the cost of fuel, and to the volume of cheap imports.

What Community policy has done is deprive the British Government of the best means of compensating for those adversities, which would be to order and exploit to the national advantage all fisheries within the 200-mile coastal zone or the media line where applicable. This Government and its predecessor have survived to make up for this extra handicap with the full backing of Parliament. There is a bipartisan policy on fish. It has been maintained up to this point and the Prime Minister deserves every encouragement to maintain it at the Maastricht summit.

Britain is being wrongly represented as inflexible. Mr Peter Walker has indicated that he is prepared to negotiate around a figure for a British catch quota that is substantially lower than Britain is entitled to demand in view of the contribution its waters make to the total Community fishpond and in view of the extent of its losses in distant waters. That aspect of the negotiation is nearly ready for agreement. So are the all-important measures concerning conservation and control of catches. It is over access to coastal waters that the negotiations are deadlocked. Even here Britain's negotiators have given ground, conceding other historic rights to fish within twelve miles of our shores, though they rightly insist on strict interpretation of those rights.

The common fisheries policy in its pristine form was the most advanced essay in Community-building to be attempted. Not only did it provide for a common market in the product, it envisaged common ownership of the resource. Fishing is a form of hunting. The hunting grounds, customarily or prospectively reserved for their coastal states, were to be open to the vessels of all EEC member states on equal terms.

A policy incorporating those ideas was hastily cobbled together on the eve of negotiations for the enlargement of the Community a decade ago. The candidates for membership were

Britain, Ireland, Denmark and Norway, all nations with fish rich waters. The Six had by that time overfished their own waters to the point of depletion. The ruse was transparent, its effect injurious to the applicants. Norway did not buy it. Britain, with larger questions on her mind, did, and won a temporary stay of the free access provisions, which expires at the end of next year.

There Britain cannot make any more concessions either on exclusive access within 12 miles or on preferential access within 50 miles round the northern coasts of the island. There may be room for compromise over the question of permanence. The French want the exclusive zones to hold only for another temporary period. That will not do, but Mrs Thatcher could agree to a review in ten years' time on the basis that the exclusive and preferential zones remained intact thereafter in the absence of agreement to alter them.

There remains the Canadian agreement which is of such importance to Germany. Britain has not allowed its implementation in advance of agreement on the internal Community regime, because it would further expose the British market to pressure of imports and because (unspoken) the blockade is regarded as a means on putting indirect pressure on the French to settle. That is playing rough in the Community stadium, and Germans are hinting that they can play rough too by linking the fish impasse to payment of budgetary refunds. If that threat were carried out it would precipitate a very serious crisis indeed in the Community. Britain has already offered to unblock the Canadian agreement if it is afforded adequate safeguards against consequent depression of the home market for fish. It has been offered inadequate safeguards. It must not ruin the home market—but the gap is bridgeable: if tempers can be kept. The shared interest of the Ten remain greater than their differences.

AN UNJUSTIFIED JUDICIAL MONOPOLY

There's a sting in the Supreme Court Bill which is for the most part an innocuous and desirable measure consolidating the law on the structure and administration of the higher courts of England and Wales. The sting is in Clause 10 which says, simply, that no one can become a High Court judge "unless he is a barrister of at least 10 years' standing". In other words, no solicitors need apply. That is, indeed, the present position. But in the last 10 years, since the Courts Act 1971, solicitors have been allowed to fill some judicial positions, and they now believe the time has come to extend their horizons.

At present, a solicitor can be appointed a recorder—a part-time Crown court judge—and, after three years as recorder, is eligible to be appointed a circuit judge, a full-time job hearing civil cases in the county courts and criminal trials in the Crown court. There are about 190 circuit judges, of whom only 19 have solicitor status. There has been no suggestion from any quarter that these circuit judges have performed their duties any less competently than those drawn

from the bar. But, for former solicitors, their judicial career ends there. Circuit judges who have been barristers can be promoted further, to the High Court and thence, on merit, to the very highest judicial appointments (although in practice, most High Court judges are taken directly from the ranks of the practising bar). The solicitors are asking for the right to become eligible for the High Court if their performance as circuit judge warrants it. They are not suggesting that there should be anything automatic in it, merely that there should be no inflexible bar preventing former solicitors, who have proved themselves good judges, from climbing the judicial ladder.

It does not seem much to ask, but the Lord Chancellor, the higher judiciary and the barristers' profession have united against this mild reform, for reasons which are utterly unconvincing. Lord Hailsham said in a recent debate in the House of Lords, that it would create ill-feeling between the two branches of the profession. It is more likely that such feeling would be generated by his, and the bar's,

obstinate refusal to give in on the issue. It reflects no credit on barristers if the possible presence of two or three former solicitors among the 74 judges on the High Court bench would urge them to ill-will. It is said, too, that solicitors are not capable of being High Court judges because they have not had experience of being advocates in that court (the right of audience being denied them). But barristers are often appointed to the bench with little advocacy experience, and moreover, many judges, on appointment, are assigned to cases involving areas of the law in which they have had little or no professional experience.

The barrier is an unnecessary one, serving no good purpose. Removing it would open no floodgates. It would not be subject to abuse, since the Lord Chancellor would remain in control of appointments. It would be in the public interest to have the best possible judges, regardless of provenance. It is not as if the higher judiciary is so replete with talent that it can afford to reject aspirants of distinction.

be "requisitioned" to work wherever parliament decides. If they absent themselves they are officially on strike, and forfeit pay. An independent arbitrator would find both parliament and staff have a case. Both are victims of a history not of their own making. A conference of foreign ministers of the founding Six decided in January, 1958, that the European Assembly should meet in Strasbourg, where the chamber and offices of the Council of Europe, the maison de l'Europe, already provided living space. But that agreement was formally overtaken by a new agreement in 1965, where the first Article laid down that "Luxembourg, Brussels and Strasbourg shall remain the provisional places of work of the Communities". Luxembourg took the lion's share; and the parliamentary staff of the houses, founded schools for children and built their private lives there.

The old nominated European Parliament, whose members owed their main loyalty to national governments and national politics, gave little fuss about the gipsy life of travelling on parliamentary business between Brussels, Luxembourg, and Strasbourg. But the directly elected parliament, since July 1979, has markedly increased the workload, and found the expense and inefficiency of constant travel indefensible. The cost of three parliamentary working places (Brussels, Luxembourg and Strasbourg) is now little short of £20m out of a parliamentary total of £125m a year. If you count rents, travel, furniture, and the rest. The expenditure on sites has more than doubled since direct elections. MEPs are plagued by poor communications, and some trouble over hotel bookings.

The European Parliament discharges responsibility for all the public money wasted to the triplication of its facilities and services. It puts the blame squarely on the national governments of the Ten, under Article 216 of the Rome Treaty that "the seat of the institutions of the Community shall be determined by common accord of the governments of the Member States". Indeed, a majority of members of their managerial bureau, will be bitterly disappointed if the summit meeting

in Maastricht today and tomorrow does not take up the parliament's ultimatum that single staff should be settled within the Council of Ministers by mid-June. British MEPs overwhelmingly want Brussels as the single working place for reasons that include better air services, closeness to the headquarters of the Commission, and abundant hotels of varying quality and price. Yet Strasbourg still has staunch friends, not only among the French; and the enlarging Community reinforces an argument for a Central European parliamentary base.

So much serves as a summary of the parliamentary case. The staff case is a compromise reached by nine staff associations, now led by a distinctly moderate Englishman, could hardly be so easily brushed aside by any arbitrator as by the parliament's managerial bureau, who has been known to refuse to consult staff representatives and to act by dictat almost like a Victorian employer.

After all, the parliament's staff is Luxembourg-based because the member states, at least of the founding Six, decided that they should be, and morally if not legally the contractual terms on which they took their jobs may be reckoned to have been altered if they should now be required either to lead a gipsy life, or to uproot their families, lose money in a falling market on houses bought in the Grand Duchy, and pay a premium on a rising market for houses bought elsewhere. Significantly, some middle-class wives of staff have become activists to campaign against an arbitrary rationalization of the parliament's meeting place. Their children's schooling makes an important part of their argument.

Historically, anybody may easily see why Strasbourg originally came to be chosen as the seat for parliamentary sessions, and Luxembourg as the administrative capital of the Communities, less the Commission. Yet as the Community grows from Six to Ten, and soon to Twelve, the historic compromise, hardly less and less sense, in terms of cost, efficiency, convenience, and much else. It is time member states, as parliament now urges, took Article 216 of the Rome Treaty seriously; a start ought to be made at the summit meeting in Maastricht this week. Over to Mrs Thatcher.

Issues involved in 'Observer' sale

From Mr R. W. Rowland

Sir, I have read the letters about the sale of *The Observer*, and I think that the points publicly raised by those opposed to it are:

(1) that the sale was clandestine; (2) that the sale of the national newspaper is in a special category of public importance and therefore subject to government inquiry; (3) that the sale of a newspaper to an international business is in itself worrisome and inhibits freedom of speech; (4) that the sale should be referred to the Monopolies Commission so that other buyers may step forward; (5) that I "should not be able to avoid the scrutiny I find so unappealing".

I shall take these points one by one. Since I have known Mr Robert Anderson he has always understood that I was interested in *The Observer*, either on behalf of Lorch or myself. If he should be minded to sell, *The Observer* would be a loss of £1m in 1980, and last month Mr Anderson told me that Atlantic Richfield, of which he is chief executive, was prepared to sell. He preferred a joint arrangement which would continue their interests, as he thought it sustaining for the paper and the staff.

The agreement was announced, and Lorch at once arranged to see the executive directors of the paper and then the journalists and printers. Our Scottish papers sent representatives to these meetings, to give professional assurances. We also asked to see the Secretary of State, Mr Biffen, whose formal assent is needed. As Lorch already owns newspapers in Scotland we considered the unlikely possibility of a referral, and I told Mr Anderson that Lorch had been referred to the House of Fraser bid, and would be unhappy to undertake two hearings. Accordingly we agreed my right to take up the direct interest.

The second point is that national newspaper transfers must be the subject of a Monopolies and Mergers (Fair Trading) inquiry. This is simply dealt with by looking at the last few years in Fleet Street. The Beaverbrook family sold the *Express*, the *Sunday Express* and the *London Evening Standard* for £1m to the multinational Trafalgar House, whose managing director took personal charge of the *Express* Group. Mr David Astor after 27 years as owner-editor sold *The Observer* to an American oil company with international interests. *The Standard* and the *Evening News* suddenly merged to give an evening monopoly to the *New Standard*. *The Times* and *The Sunday Times* passed from a Canadian multinational to an Australian multinational company.

All these swaps passed under Conservative and Labour governments. It is not unreasonable for us to feel that Lorch, registered in the United Kingdom and with 65,000 shareholders here, has a good claim to the same exemption, in acquiring a share in a profitable Sunday paper.

Third, that the sale of a national newspaper to an international business could inhibit free expression by the editor and journalists. I will take this seriously, but in my own experience and that of all people who know the way of journalism, you cannot inhibit a good journalist, and you cannot sell papers or advertising space without good journalism. I also cannot recall criticism on these grounds of the large businesses, *Penguin*, *I am a Painter*, the other part being owned by Atlantic Richfield, always praised by *The Observer* and its national directors as exemplary owners.

The fourth suggestion was that the sale should be referred to the Monopolies Commission, so that others may offer for *The Observer* while Lorch goes through the Monopolies Commission. I think this would be abnormal in commercial life.

Fifth, that I "should not be able to avoid the scrutiny I find so unappealing" by taking a direct interest. A view put forward in your column by Mr Smith, Shadow Trade Secretary. By taking a direct interest, I would be neither making a

newspaper merger nor forming a monopoly, which are the targets of the legislation in question. Mr Smith is right in saying that I find it unappealing, and I find it unnecessary to submit to further inquiry, whether on the company's behalf or my own.

I am not a newspaper proprietor, and I am accordingly complying precisely with the provisions of the Fair Trading Act. TINY ROWLAND, Hedor Wharf, Bourne End, Buckinghamshire, March 22.

From Professor L. C. B. Gower

Sir, It is a well established principle of company law that directors, at any rate without the approval, after full disclosure, of the company in general meeting (and not always even then) cannot divert to themselves any corporate property, opportunity or information. I am, therefore, puzzled by the apparent belief of the Board of Lorch that they can divert to Mr Rowland personally the benefit of the conditional contract with Atlantic Richfield for the purchase of a controlling interest in *The Observer*.

Nor do I understand how this would remove the necessity for the consent of the Secretary of State. Whether or not Mr Rowland has a controlling interest in Lorch, and is accordingly a newspaper proprietor in that capacity, it seems clear that Lorch (and indeed Atlantic Richfield), which is unquestionably a newspaper proprietor, and Mr Rowland, are acting together to secure or exercise control of a body corporate or other association or to secure control of any enterprise or assets and are therefore to be treated as one person and newspaper proprietor for the purpose of the Fair Trading Act 1973: see sections 77(1) and 77(1) and (4)(d). Yours faithfully, L. C. B. GOWER, 26 Willow Road, Hamstead, NW3, March 22.

From Mr Richard Hall

Sir, The time has come for frankness about *The Observer*. The national newspaper is no longer really simply to editorial integrity but to ownership. The influential opponents of Mr Tiny Rowland will not be placated if he gives written guarantees a yard long that he has no wish to interfere with its editorial policy. The orchestrated campaign or referral to the Monopolies Commission has been designed to buy time while alternative proprietors can be brought into play.

For his part, Mr Rowland has shown himself capable of remarkable gyrations to resist being fended off. He also says he wants to expand *The Observer* and to start a new evening paper in association with it.

As a member of the editorial staff I believe that the external editorial factors which exert considerable pressure internally through some of my colleagues should now name the prospective alternative buyers. We have lived too long on hints and rumours. Whoever these alternatives are, they need to be of high calibre, the paper is profitable at this moment, it will undoubtedly require investment to sustain its position in the longer term.

Livelihoods are not at stake for most of the people intent on this campaign. But they are for the journalists, printers and other employees. If a better buyer than Mr Rowland can speedily be produced, that is splendid. If not, we should extract from Mr Rowland all possible guarantees and press on with the business of producing a newspaper. Everything else apart, there is a duty to the readers.

Yours faithfully, RICHARD HALL, *The Observer*, 8 St Andrew's Hill, EC4, March 21.

Threat to historic view

From Lord Kennet

Sir, The recent state of letters makes it clear that the Department of the Environment is no longer the protector of the national heritage that it used to be, and ought to be.

Here is another case. Beverley Minster is the clearest and the least known of all the thirteenth-century cathedrals and cathedrals churches in England. Its design is as dazzling as its location is far from the tourist track. Recently the Beverley District Council bought the open field immediately to the south of the Minster, which was owned by public open space for the structure plan, gave itself planning permission for housing and sold it to a developer, presumably at a large profit. The Department of the Environment proposes to do nothing

about it, since it thinks the Minster is "not of national importance, and that the District Council is best placed to make what is a purely local judgment."

If Beverley Minster is not of national importance, then no building is. At one stroke: public open space gone, the finest view of its kind in the country destroyed, and the philistinism of central government restored to where it was before both Labour and Conservative ministers in the 1960s and 1970s undertook their proper responsibility.

If Mr Heseltine is going to purport local authorities with one hand, he should not turn them loose on the heritage with the other. Yours, etc, KENNETH, House of Lords, March 13.

The Pope and birth control

From Mr A. Colin Bennett

Sir, I refer to the letter from Gerard Noel, editorial Director of *The Catholic Herald* (March 18). I find it surprising that, in drawing the analogy between the present Pope's ban on contraception and the condemnation of usury by Benedict XIV Mr Noel is so certain that the latter Pope was wrong.

The "evil" is surely that it encourages the borrower to do and purchase things that he could not otherwise afford. Might not Benedict XIV, looking at today's credit-sodden, inflationary society, feel that he had some justification? Give him all means, and generously, or lend if you wish but not at interest! Polonium gets right.

My economist friends please note. Yours faithfully, A. COLIN BENNETT, 11 Breams Buildings, EC4, March 18.

Delay on 16-plus exam

From Miss C. G. Hunter

Sir, I should like to add a comment on the article by your Education Correspondent (March 18) which

could be held to imply that this delay might be responsible for causing delay in the introduction of a single system of examining at 16+.

The Oxford Delegation of Local Examinations declared its support for a common examination system at 16+ after completion of the initial feasibility studies in 1976. The date of introduction of such a system will not be decided by any moves currently under consideration by the University of Oxford and the delegation. It will be determined by the speed with which the CSE and CSE Boards' Joint Council for 16+ National Criteria (where all boards are represented in their own right) is able to produce, for the approval of the Secretary of State for Education and Science, draft proposals for the general and subject-specific criteria intended for application nationally to syllabuses and assessment procedures in the new system.

Yours faithfully, C. G. HUNTER, Secretary to the Delegates, Oxford Delegation of Local Examinations, Ewert Place, Summertown, Oxford, March 18.

LETTERS TO THE EDITOR

MPs' role in Canada's constitution

From Mr J. C. Carson

Sir, Visiting London from Canada in the week of March 2—I was pleased to be drawn into many probing discussions on the Canadian constitutional issue. I have come home with a respect for the respect for the British parliamentary understanding and wisdom.

Press reports in our two countries vary widely on British reaction. Canadian sources are quoted frequently on what Mrs Thatcher did or did not say at her news conference. I interpret her position. Parliamentarians are attributed no appreciation of the issue if, indeed, attributed any awareness. I found British press reports rare but far more comprehensive, for example, your March 5 article, "Labour MPs urged to oppose Trudeau move" and Lord Alport's letter on the same date.

The Canadian Federal Government's vigorous campaign at home and embassy campaign in Britain is to maintain the "all-or-nothing" package concept of their constitutional request. The arguments of the provinces in opposition make the mistake, in my view, of responding to the "package" argument or else delving deeply into the fine details.

The justice of the Canadian request is found in a simple analysis. The "package" has three distinct parts. First is the basic request that the British North America Act become the law of Canada rather than of the United Kingdom. This has the broad appeal of motherhood and is totally unopposed in Canada, save for the abstainers who think that Westminster's been co-operative and a fair over-see through the years.

Second in the package is an amending formula. It has a two-year life span after which, failing permanent adoption, the issue is to be taken to public referendum. While I may disagree with the precise formula, no sensible person can envisage a paralytic of the constitution without some amending formula. The alternative is hopeless frustration of course and I believe Canadians can well cope with the proposal as it stands.

The injustice of the Canadian request lies in the third element: the Charter of Rights. To replace and expand upon the existing Canadian Bill of Rights of 1960, which the courts here have found frequently ineffective, the new Charter protects language rights,

minority group rights and personal freedoms. Unfortunately, it goes on to allocate between federal and provincial governments the rights over natural resources including newly developing oil industry and hence to allocate tax and legislative control. Here lies the villainy. Perhaps the Charter formula is the best one upon all considerations, and perhaps it is not. In any case it is the cornerstone of the vociferous provincial opposition.

Canada has a battle on its hands over the Charter. To my mind it is the greatest of inequities that the Canadian Federal Government should seek to cloak that battle in the shrouds of an indivisible "package" and thus ask Westminster to adjudicate on our Government's favour so hotly disputed an issue. Without comment on the merits of opposing views of the Charter, I submit that the battle is domestic to Canada, to be fought and settled here.

The Charter is itself an amendment to our constitution and improvement included in any concept of "parliamentary" and an attitude that "no British MP recognize this" and I am persuaded that your Cabinet fully understands.

I fear that Westminster may not have the power to decline a formal Canadian request, which is yet to be presented. Our Manitoba Court of Appeal has, by a majority, acknowledged Federal Government supremacy to act alone. The Supreme Court of Canada has yet to be heard. Politically, were Westminster to decline, there would be great jeopardy to the status of the Monarchy in Canada which now enjoys overwhelming support. Mr Trudeau's support is known to be, at best, limited.

For these reasons, Canadians must indeed entrust to your parliamentarians and particularly to Mrs Thatcher and her Cabinet the skill and dexterity to generate and resolve the Canadian Government's request. Mr Trudeau's "package" should be reduced by one-third. The process is presently at the persuasion stage and I hope that my nation may see one more act of exemplary judgment and statesmanship from the source of our system of government.

Yours faithfully, J. C. CARSON, The Simpson Tower, Box 33, 401 Bay Street, Montreal, March 12.

Hayman case questions

From Mr Michael Woodhead

Sir, I believe that Mr Geoffrey Dickens, MP, was entirely right to name Sir Peter Hayman in the House of Commons in connection with the recent child pornography trial. It is never easy for a Member to speak out against the advice of senior colleagues, and I think that Mr Dickens's decision was commendable.

At the present time, too many people in public life are ready to excuse criminal behaviour, condone gross immorality and advocate the relaxation of laws that provide at least some check upon anti-social behaviour and perverted practices. There has never been a greater need for these win believe in decent standards to speak up without fear or favour.

Yours faithfully, MICHAEL WOODHEAD, 5 College Road, Buxton, Derbyshire, March 18.

From Mr R. P. T. Davenport-Hines

Sir, Until a week ago, only a few unfortunate in Huddersfield, had heard of Mr Geoffrey Dickens, and no-one who has watched him performing his stunt can suppose that he has one scintilla of Sir Peter Hayman's unselfish ability. Mischievous avidity for headlines is no substitute for talent or hard work, as Mr Dickens will have time to reflect when he disappears back into his political obnoxious next week.

Your obedient servant, R. P. T. DAVENPORT-HINES, 3 Pembroke Square, W2, March 18.

From Mrs W. Gardener

Sir, The naming of the retired diplomat has indeed served one good purpose. It has removed suspicion from all other retired diplomats still extant. Yours faithfully, WENDY GARDENER, 25 Foutte Avenue, Denbigh, Havant, Hampshire, March 18.

From Mr Nicholas B. Morley

Sir, What does Mr Geoffrey Dickens hope to achieve by disclosing the

name of Sir Peter Hayman? Pseudophilia is a neurotic symptom. As a psychotherapist I constantly encounter evidence that psycho-sexual problems stem from a faulty parent/child relationship.

If it is true that 4,000 children are missing, most between 12 and 17 years of age, why is this so? Could it be that these children want to get away from an unhappy home life?

Mr Dickens claims to have parent power behind him. Could it be that these parents, who may feel guilty about their attitude to their children, are looking for scapegoats to alleviate their own guilt?

With a healthy upbringing, children can develop normal sexual attitudes, avoiding deviations, such as paedophilia.

Yours faithfully, NICHOLAS B. MORLEY, 514 Clive Court, Maida Vale, W9, March 20.

From Mr E. M. Hall

Sir, I had hoped to be able to remain silent about Sir Peter Hayman, since he lives locally but is known to me personally, and since I feel deeply sorry for his family. But the letter from Mr Julian Fellowes (March 19) obliges me to write to you on the subject.

Mr Fellowes seems to be saying: "Why all the fuss about such a slight and pathetic offence?" I do not know whether all or indeed any of the subscribers to or members of the Paedophile Information Exchange are practising or merely academic students of the shameful subject-matter, but I do believe that such a "service" may well create a climate favourable to the development of a perversion which may place children at serious risk.

If someone posing as a pillar of the establishment badly lets down the establishment, then I cannot see why the establishment should man might have won some small sympathy from me if he had stayed to face the music, instead of disappearing abroad.

Yours faithfully, E. M. HALL, 6 Fair Mile, Henley on Thames, Oxfordshire, March 19.

Making hay

From Mr E. D. Graham

Sir, The Budget contains no proposals to raise a tax from betting but your photograph (March 17) of helicopters being used to dry grass at Cheltenham suggests that the horse racing fraternity is not lacking in funds. Yours faithfully, E. D. GRAHAM, Brooks, St James's, SW1, March 19.

Root of inflation?

From Master James H. Pratt

Sir, I note in your report (March 18) on a question time yesterday, that the Prime Minister stated that a majority of 14 was 1,400 per cent better than a majority of 1, a statement greeted with Conservative laughter and cheers.

In the absence of any further comment from either side of the House of Commons, I am led to deduce that there, in a nutshell, is encapsulated both the reason for the appalling mismanagement of our economy and also the lack of success in discussing the lady from her determined course.

Yours sincerely, JAMES H. PRATT, The Old Vicarage, Parishbourne, Canterbury, Kent.

Sport and South Africa

From Mr C. E. Elwell

Sir, Mr S. Ramsamy of SANROC (letter, March 13) should understand that many people in the Western world are revolted by the sort of political and social systems prevalent in many of the countries of Africa and the Third World. They are characterized by a mixture of brutality, corruption and incompetence that imposes upon their unfortunate peoples such a degree of misery and uncertainty that move might be all too happy to accept a chance to live in South Africa, even if this entailed submitting to the indignities suffered by the black people of that country. He says nothing of the countries of the Soviet block and those who adhere to its ideology which systematizes the deprivation of almost all normal liberties. His inconsistent application of dual standards leads him and his like into an apparent hypocrisy that is unedifying in anyone claiming to be concerned with the rights of man.

If we were all to follow the arguments of Mr Ramsamy, and ban all individuals associated with any political system of which we disapproved, we would all end up playing only with ourselves. Yours faithfully, C. E. ELWELL, 16 Beaufort Gardens, SW3, March 13.

THE TIMES

BUSINESS NEWS

GARRARD
buy antique and
modern jewellery
and silver

Has Sir Geoffrey
gone
too far?
Page 17

Stock markets	
FT Ind 539.9	FT Gilt 73.61
2000	
Sterling	
2000	Index 100.2
Dollar	
Index 87.6	DM 2.0670
Gold	
£317.50	
Money	
3 mth sterling 12.121	
3 mth Euro \$ 12.141	
6 mth Euro \$ 12.141	
Friday's close	

National Savings pass £2,000m

The National Savings movement has beaten its target of attracting £2,000m of new funds this financial year. With a net intake of £365m in February, the inflow in the first 11 months has reached £2,115m.

After the record increase of £431m in January, National Savings has continued to attract large sums of new money. National Savings Certificates attracted net sales of £201m—£97m being in index-linked issues.

The other big draw was the Investment Account which attracted a net £109m. Accrued interest is estimated to have added £47m to the overall increase during the month.

The Chancellor has said that he hopes National Savings will attract more than £3,000m in the next financial year, raking in pressure off the gilt market.

Coffee exports review

Members of the international coffee pact met in London today to review the workings of the export quota system and the possibility of starting talks on a new agreement. The organization's council will be asked to consider applications for membership from Sri Lanka, as producer, and Singapore as a consumer. Sri Lanka is building up its coffee exports.

0 per cent pay cut

Seventy workers employed by John Branch, a Peterborough building company, have agreed to take a 10 per cent pay cut to avoid redundancy. It will cost them up to £10 a week in lost wages. A spokesman said: "The recession in the building industry has caused a drop in orders and the wage reduction will help maintain full employment."

70m rates cut

The Government is to continue industrial devaluing in Scotland under pressure by the BI. This will save Scottish industry paying over £70m in extra rates. Under devaluing, Scottish manufacturing industry pays only half of the gross national value added by local authority assessors.

IP oil search

Marathon oil has agreed to arm out three exploration wells in the Celtic Sea off Ireland in British Petroleum. It will sink a number of wells to earn a 50 per cent interest in the blocks.

Deer bottles

Glass bottle manufacturers are to raise their prices by 6.8 per cent next month, and at least half of the increase will be passed on in the form of higher shop prices.

Company closes

A. & R. Smyth, a Liverpool moving company, went into voluntary liquidation at the weekend making 17 employees redundant. Mr R. F. Smyth, managing director, said the company had failed to get bank support to meet its wages bill.

Laveley plant shuts

British Steel has made 330 redundant at its spun iron plant at Slaveley near Chester. The plant is being closed because of the recession. The plant was mainly used by the steel industry. This is the second round of redundancies at the works—last year 500 lost their jobs.

lassey sales double

Massey-Ferguson has doubled share of the British big tractor market in less than 18 months. After launching its 400 series in 1979, MF sales rose to 1,200 units in the 100 to 150 horsepower sector last year, and 38 per cent in the 100 to 125 horsepower range—taking over the market leadership.

Lira devalued by 6pc as part of austerity moves to rescue economy

From John Earle, Rome, March 22

The Italian government tonight announced a 6 per cent devaluation of the lira against the other currencies in the European Monetary System. This was approved at a Sunday night meeting of the cabinet which also decided on an unprecedented credit squeeze to protect the currency against an economic crisis which has suddenly worsened in the last two days.

The Bank of Italy's discount rate was raised to a record 20 per cent from the 16.5 per cent at which it has stood since September. Banks will have to place as obligatory reserves 20 per cent of the monthly increases in their deposits instead of 15.75 per cent as hitherto.

A government statement said the lira had been under intense pressure recently on international markets. It had fallen below its permitted EMS level and corrective action had had to be taken.

Internal demand in the economy continued to be relatively high and the demand for credit remained greater than was desirable. After the recent rises in interest rates in West Germany and other EMS countries, it was necessary for Italy to take restrictive measures.

The statement added that the other members of the European Community had agreed to accept Italy's request for a 6 per cent cut in the lira's central rate against the other EMS currencies.

This would give the Bank of Italy room for manoeuvre in using its reserves to defend the currency. The lira will continue to have a wider oscillation band of 6 per cent against the other EMS currencies, compared to the 2.25 per cent band allowed for other EMS members.

Signor Arnaldo Forlani, the prime minister, was in almost continuous consultation since Friday evening with the economic ministers and with Signor Carlo Ciampi, the

Governor of the Bank of Italy, about the measures to be taken.

The situation came to a head after Signor Giorgio La Malfa, the budget minister, decided to withdraw from the agenda of Friday morning's cabinet meeting the issue of approval of the 1981-83 economic plan which his ministry has drawn up.

A series of defeats in parliament, coupled with a run of unexpectedly bad economic indicators, made the plan appear to be unworkable.

In particular, the opposition in parliament forced through a provision to reduce the fiscal drag on lower bracket income tax levels, estimated to cost the government over 1,000,000m lire (over £440m).

While inflation continues at an annual 20 per cent, statistics issued at the end of the week showed a record balance of payments deficit in February of 1,641,000m lire (£720m), a January trade gap of 1,497,000m lire, and a public sector deficit which is moving towards 46,000,000m lire, from the target of 37,500,000m lire.

The announcements were made while Signor Forlani and his four-party coalition cabinet were discussing a package of austerity measures to rescue the country's economy.

Before the cabinet meeting, the prime minister warned Italians in a television interview that they would have to make sacrifices to curb inflation and overcome a soaring deficit in the balance of payments.

The monetary committee in Brussels said the new value of the European Currency Unit would be made available before the foreign exchange markets open today.

Pressure on the lira had forced the Bank of Italy to spend an estimated \$1,000m (£426m) supporting its currency in the last three trading days of last week.

On Friday, the bank reported that the balance of payments deficit in February had been the largest in Italy's history.

Shipyards set for improved wages offer

By Donald Macintyre, Labour Reporter

British shipbuilders are expected to make an improved pay and productivity offer to its 70,000 manual workers and staff during tough negotiations which resume in Newcastle upon Tyne today.

The Confederation of Shipbuilding and Engineering Unions (CSEU) is likely to tell the corporation's management that while it agrees that the group is losing £2m a week, it will not accept the present pay offer of 5 per cent increases tied to stringent productivity conditions.

The two sides clashed sharply when negotiations opened on March 3. Mr Robert Atkinson, the Shipbuilders' chairman, told the unions that he viewed their claim with "profound astonishment" and said that if it was

mer in full it would add 27 per cent to the labour bill.

The corporation is determined to keep any settlement within single figures, but there is a prospect of modest improvement in basic rates together with some modification of the productivity conditions, provided there is evidence that progress will be made in the talks.

Under the present offer, minimum time rates for skilled workers would increase by £3 to £63 a week, for semi-skilled by £2.65 to £55.65 and for the unskilled by £2.25 to £47.25. The minimum earnings level in shipbuilding for skilled workers would increase from £96 a week to £102.

However, increases would be paid only in yards where union representatives had agreed to productivity

measures outlined in a series of national guidelines.

The corporation is likely to argue that a pay settlement little over 8½ per cent deal with its manual workers last year is needed if it is to continue to win orders.

The productivity guidelines include an overtime limit; a jointly monitored recruitment ban; substantially improved interchangeability between trades; a national outline agreement on the introduction of new technology; and the joint declaration of a "no strike" policy.

Assuming that negotiations begin in earnest despite the wide gap between the two sides, the corporation may decide to modify its demand that local productivity agreements be reached before the national increase can be paid.

One possibility is that a joint monitoring committee on productivity, mentioned in the original offer, would be given the strenuous role of reporting monthly on progress made at yard level to the joint management and union meetings.

Reports of the March 3 meeting show management's belief that productivity has fallen overall since nationalisation and that while the shipbuilders had hoped to recoup £43m out of the total cost of last year's settlement, through improved working practices in areas where it can be quantified only £21m was recovered.

The management, which estimates that the full claim would cost between £93m and £114m, told the unions that "the cost of failing to achieve the planned working practices was very significant".

Doubts on attractions of index-linked gilts

By John Whitmore

The investment managers of the country's pension funds will decide this week whether to tender for the Government's first issue of marketable index-linked debt, and if so, at what price to pitch their bids.

After the initial enthusiasm that greeted the announcement of the stock on Budget day it is clear that some fund managers are now taking a more lukewarm attitude towards the issue.

The basic attraction of the stock is that it is the only investment available to fund managers that guarantees to keep pace with inflation. On those grounds alone many fund managers will feel that they must have a tranche of the stock in their portfolios.

Although conventional gilt-edged stocks could turn out to be far more attractive holdings if inflation continues to fall, there is a widespread feeling that, given the experience of the last 10 years, considerable uncertainty still attaches to long-term gilt-edged investment.

A number of fund managers are, however, extremely sceptical about the attractions of the terms on which the new stock is being offered.

They are even more sceptical about the apparent stock market consensus last week that the stock will be fully subscribed at a price of 110 to 115 at which

level the real rate of return falls to around one per cent. Several fund managers even doubt that the stock will be fully subscribed at all.

Most pension funds are looking for a return of about 11 per cent over the annual growth in earnings for its investments in earnings rather than prices that finally determine their liabilities.

With earnings tending, over time, to grow about two per cent per annum faster than prices, this means that funds are looking for real returns in relation to price movements of about 9.5 per cent. This compares with the two per cent coupon being offered on a stock that will be linked to the retail price index.

One fund manager described the new stock last week as the only investment he knew that was guaranteed to produce an actuarial deficit.

Another dismissed the argument that a one or two per cent real rate of return was about the best one could hope for these days as defeatist.

Although pension funds had found it tougher going coping with the high inflation of the 1970s, over a longer time span they had produced much better returns than was commonly supposed.

The new stock is £1,000m of 2 per cent index-linked Treasury stock and goes on offer for sale on Friday.

Financial Editor, Page 17

Steel producers close to accord on curbs

From Peter Norman, Brussels, March 22

Representatives of Europe's leading steel producers appeared in Brussels tonight to agree a voluntary system for limiting production and deliveries.

It is believed that some agreement has been reached and further negotiations will take place in Luxembourg on Sunday and Monday of next week.

About 80 representatives of companies in the European steel-makers' organization have been meeting in the headquarters of the European Commission in Luxembourg since Friday afternoon to reach a voluntary pact before the deadline of April 1 set by EEC industry ministers earlier this month.

The agreement is necessary to replace the mandatory production controls on steelmaking in the EEC that have been operated by the European Commission since last October and which are due to expire at the end of June. The companies rely on the Luxembourg production quota of 80 per cent of EEC steel.

The production quotas operated by the Commission were intended to produce a rise in steel prices that would improve the profitability of the European steel industry and steel from other EEC member states and that these imports are threatening the future of Germany's generally modern and efficient industry.

According to government sources in Bonn, Herr Helmut Schmidt, the West German Chancellor, is expected to complete his visit to the European summit which begins tomorrow

of the way in which he feels other member states have continued to subsidize their steel industries.

Private sector talks: The outcome of the talks in Europe will have a crucial bearing on the discussions taking place in Brussels between the British Steel Corporation and private sector steel producers in rationalization of the main areas where they compete and where there is severe overcapacity (Peter Hill writes).

Although one of the "phoenix companies" has been formed, involving a joint venture company between GKN and the corporation to embrace the wire rod and associated interests of the two, discussions on a second company to cover engineering steels, appear to have failed.

Agreement had been reached in principle for the corporation to acquire the steelmaking interests of Dupont.

The second company would also encompass activities of Round Oak, the company jointly owned by Tube Investments and the corporation and GKN, and Hadfield's, the steelmaking subsidiary of Lorrain, as well as some of the facilities of Dupont.

But reports yesterday that Hadfield has asked the corporation for £30m for its steel-making operations were hotly denied by Mr Derek Norton, the company's chief executive.

Bank contract: The British Steel Corporation and Redpath Dorman Long, its steel construction subsidiary, have been shortlisted for one of the prestige construction contracts of the decade (David Hewson writes).

The two companies and three foreign rivals are competing for the £39m contract for the base of the new Hongkong and Shanghai Bank headquarters which may, when completed, turn out to be the world's most expensive building. The contract is a major commercial development.

Attempt to cut off the fake's progress

By Derek Harris, Commercial Editor

The Stanley knife, one of the best known of all tools, is the target of a new wave of counterfeiting from the Far East.

Stanley Tools, Sheffield, a subsidiary of the United States-based Stanley Works group, is warning retailers about copies of its knife and Powerlock retracting rule which look exactly like Stanley products except for the name labels.

The knife bears the name Sparta and is styled to look like the Stanley emblem. It can be identified in small print on the packaging, which is also an exact copy of Stanley's, as coming from Taiwan. The rules carry various names which imitate the Stanley presentation, but give no country of origin.

Mr Paul Wright, Stanley's marketing manager, said that retailers had withdrawn the items after a warning from the Taiwanese authorities and an investigation into legal action had not been necessary.

It had not been possible to trace the importers, action against whom would be the most effective course. He hoped to take up the case of the counterfeit knives directly with the Taiwanese authorities and an investigation into legal action had not been necessary.

The fake version of the retractable blade knife was not unattractive. The quality of the counterfeits was variable, with some blades soft and others brittle.

The fakes have been selling at between half and two-thirds the price of the genuine article which retail at about £2.40.

Mr Wright said: "We have yet been able to assess the volume of the fakes coming into this country but they have been turning up in various areas without any apparent pattern of distribution. They have been coming along in waves for several months, the major one just before Christmas", Mr Wright said.

The Federation of British Hand Tool Makers is to ask the Department of Trade to investigate the absence of a code of origin marking on the rules.

Stanley has had sporadic counterfeiting problems before, notably with its plastic-handled window scraper, including faking by an Italian manufacturer, but until now British manufacturers' anxiety about the extent of foreign counterfeiting has largely been the effect on export markets.

The Department of Trade has already taken a number of courses to deal with this problem which has been estimated to cost British industry at least £200m a year.

The Anti-Counterfeiting Group, formed by 21 British manufacturers, is now exchanging information on how best to deal with counterfeiting.

NatWest chief joins windfall tax attack

By Richard Allen

Mr Robin Leigh-Pemberton, chairman of the National Westminster Bank, has made a fierce attack on the Government's proposals to impose a windfall profits tax on the banks, in his annual report published today.

Adding to the clearing banks' campaign against the move, Mr Leigh-Pemberton declares that the case for a special tax on the grounds that bank profits have been excessive as a result of high interest rates "cannot be sustained".

He argues that in the context of the group's total balance sheet, last year's profits of £410m reported last month, represent only 1.3p for every £1 lodged with the bank.

Although the banks' well with average returns throughout the banking industry, it is nevertheless "no more than is required to maintain, through retentions, the capital base of a bank which continues to expand in real terms and which has to maintain sound capital ratios in an inflationary period".

He said that banking profits tend to be cyclical "and it would seem that the downward trend of this cycle has already begun". The bank's declared policy of supporting customers through the recession "will inevitably put an increased strain upon our resources".

The new tax is expected to cost NatWest around £100m, the equivalent of almost two-fifths of last year's £258m contribution from its domestic banking division. This contribution represented a 10 per cent drop on the previous year partly caused by a threefold increase to £120m in the bank's provision for bad and doubtful debts.

On the lending front, Mr Leigh-Pemberton reports that 1980 saw a substantial increase in loans to business. The bulk of this increase, he says, was due to "voluntary" borrowing by manufacturing and service industries to meet working capital needs in an inflationary period. "To enable our customers' businesses to continue".

The chairman claims that as a result of its efforts to support industry in this way the bank in fact incurred substantial penalties under the supplementary special deposits scheme.

Financial Editor, page 17



Mr Robin Leigh-Pemberton: strain upon resources

Engineers hostile to voluntary training

By Patricia Tisdall, Management Correspondent

Abolition of the Construction Industry Training Board and a switch to voluntary training would be a "return to the Dark Ages", according to the Federation of Civil Engineering Contractors.

In a submission to the Manpower Services Commission which is reviewing the future of the industry training boards, the federation says that voluntary training would be a retrograde step.

The National Federation of Building Trade Employers also supports the retention of a statutory industry training board. It would like to see changes to bring more employers, such as local author-

ity direct labour departments into its scope.

Both organizations would like to see the Manpower Services Commission becoming less involved in the operation of the board.

The civil engineers attribute many of the training board's problems to "bureaucratic interference and delays imposed by the MSC and government departments".

Many Democrats and almost all Republicans will not agree with suggestions made in the report that the President should be given standby authority to control wages and prices and that the Federal Reserve Board should move to discourage the banks from lending funds for business takeovers and commodity speculation.

The latest report complements an effort headed by Congressman James Wright of Texas, the majority leader in the House of Representatives, to win publicity by stressing that the economy is not nearly as bad as President Reagan suggests and that milder medicine than that advocated by the President is justified.

The extent of the opposition to Mr Reagan's programmes on Capitol Hill is difficult to determine, despite the attacks by the leaders of the Democrats.

Frank Vogl

Reuss report opposes almost every important economic proposal

Democrats launch attack on Reagan budget

Leading Democratic Party members of Congress have decided to mount a full-scale attack on President Ronald Reagan's budget and general economic policies.

The Democrats are calling for lower interest rates, tax cuts directed mainly at low and middle income earners and stronger government assistance to the poor, the unemployed and small businesses.

The Republicans have produced their own report providing wholehearted support for President Reagan.

The Republicans and the Democrats have produced joint reports in the past through the joint economic committee of the Congress, but cooperation has now ended.

Senator Roger Jepsen, the committee's leading Republican, said that the 10 Republican members of the committee had decided unanimously to issue their own report because they could not sign the Democrats' report which largely affirmed "tried and false approaches".

The Democrat report, written largely by Congressman Henry Reuss, the committee's chairman, and his staff, opposes almost every important proposal.

administration's tax cuts will add to inflation and will benefit mainly the wealthiest Americans. They call for immediate action to cut taxes for lower income groups at least to offset fully the \$16,300m (£7,200m) rise in social security taxes that went into effect on January 1.

They recommend instead a series of funding programmes and new tax cuts to strengthen the weakest parts of industry, from youth employment training schemes to tax credits linked to creating new jobs.

The Reagan administration opposes these approaches, believing that free market forces can produce better results.

The Democrats support lower government spending, although they do not specify exactly where they want to make cuts. They want to see more spending on foreign aid, the development of strategic oil reserves and funding for conservation and energy supply projects.

Reagan opposes all of these items. He says that inflationary affairs the Democrats believe that the present high interest rate policies are causing problems for America's allies and that closer international coordination is needed to prevent "interest rate wars". They think that all

Union proposals to revive ailing chemicals industry

By John Huxley and Bill Johnstone

The General and Municipal Workers' Union one of the leading blue-collar unions, has launched a 10-point plan to revive the ailing chemicals industry.

It includes a call for planning agreements to be struck between the Government and leading companies and a greater state role in the industry through the British National Oil Corporation.

The plan is embodied in a report, entitled "Chemicals in Crisis", which says that employment within the industry is now declining at an unprecedented rate. More than 20,000 jobs disappeared in 1980 and the union fears that the loss this year could be even greater.

Investment is being hit by "disastrous cutbacks" and is now expected to fall by about a third in value between 1978 and 1982.

The plan urges the Department of Industry to become involved in discussions with employers and unions on long-term employment and investment in chemicals.

It says that BNOC could play "a dynamic role, developing the use of North Sea feedstocks—possibly by becoming a major petrochemicals producer itself".

The plan also calls for government action to "tame the multinationals"—presumably including Shell, BP and Esso—which it accuses of having consistently directed investment projects overseas to the detriment of jobs in this country.

It also wants import controls to curb the flow of low-cost chemicals, particularly from the United States and the state-trading nations of Eastern Europe.

Meanwhile, Mr David Horner, the president of the Chemical Industries Association, has written to the Prime Minister asking for urgent measures to be taken on energy pricing and expressing his disappointment at the Government's "inadequate" response to some of the conclusions of a recent report.

THE POUND

Bank	Bank	Bank	Bank
buys	sells	buys	sells
Australia \$	2.00	1.92	
Switzerland Sfr	34.90	32.70	
Belgium F	81.50	77.50	
Canada C\$	2.73	2.64	
Denmark Dkr	16.00	14.60	
France F	9.50	9.00	
Germany DM	11.40	10.90	
Italy L	4.36	4.62	
Japan Yen	115.00	119.00	
Norway Kr	12.00	11.60	
Spain Ptas	1.32	1.26	
Sweden Sfr	2.80	2.70	
UK £	497.00	472.00	
Netherlands Gld	5.28	5.12	

Notes for bank quotations: Bank of International Ltd. Different rates apply to travellers' cheques and other foreign currency business.

MANAGEMENT

Edited by Andrew Goodrick-Clarke

LETTERS TO THE EDITOR

BMW—more than an under-the-bonnet success story

BMW, the Munich-based manufacturer of sporty, executive saloon cars, is attracting close scrutiny by the international motor industry these days. And for good reason. It is small, and so in theory vulnerable. Nevertheless, it is one of the three Western carmakers which has avoided short-time working and redundancies during the worst recession in car business for over 30 years.

The success of the other two members of this fortunate trio is understandable. Mercedes-Benz is bolstered by its traditional backlog of orders, while Renault is reaping the reward of huge investment by the French government in the early 1970s which has resulted in a wide range of fuel-conserving cars for the masses.

BMW produces only 341,000 cars annually and is in a different league. Yet it has actually increased both sales and production and predicts further growth this year. Its executives insist that the explanation is in the excellence of their cars and in particular the economical 1.8 to 2.3 litre Series Three models. But this is not borne out by the current production mix. The proportion of Series Threes was 59 per cent in 1978 and only rose to 60.8 per cent last year.

To find the real secret of the Bavarians' success it is necessary to go back eight years to the time when Mr Bob Lutz, now the head of Ford Europe, was BMW's sales chief. To meet his brief of converting BMW from an essentially German-oriented company largely dependent on home sales to one with worldwide interests he went to the board with a challenging but costly proposal.

Mr Lutz argued that the conservatively-run company should set-up wholly-owned subsidiaries in all the world's important markets, and despite the counter-claims of engineers for modernized production facilities and a reinforced model range, he won the day. Now BMW has wholly-owned companies in ten volume markets: South Africa, France, Italy, Belgium, the United States, Switzerland, Austria, Britain, Holland and Australia. Within weeks, it will add the most exciting of all in Japan.

At a time when new car registrations in Germany fell by 8 per cent and car exports by 6 per cent, BMW increased production last year by 1 per cent, and achieved a 15 per cent improvement in exports.

Overseas sales represented 53 per cent of production. But the most significant figure is the proportion of exports accounted for by the 10 subsidiaries—no less than 87 per cent. So half of BMW's total 1980 sales were outside Germany.

An explanation could be that falling home demand released substantial numbers of cars for markets which had been starved of product. Many, including Britain, have been subject to tight quota allocations for several years.

Herr Klaus Fleischer, BMW export sales chief, says that product availability has improved, but that itself does not explain why BMW sales in Italy increased by an astonishing 50 per cent in 1980.

Under close questioning he reluctantly completes the picture. Only a wholly-owned subsidiary which had painstakingly laid the groundwork could have handled such an increase. No independent importer would have had the staff or the facilities necessary.

Not unnaturally, BMW wanted to take the wholly-owned subsidiary route for Japan now the second biggest car market in the world. It was a route

already well-trodden by its international rivals most of whom had to settle for a less profitable joint venture with an existing Japanese company.

But BMW will not be sharing its profits. Balcon Motors, a Panamanian registered company owned by an American, has been importing BMW cars and motor cycles in small numbers for over 30 years. Last year it sold 2,700 cars and 650 two-wheelers.

On April 1, BMW will formally increase its present 20 per cent stake in Balcon to 100 per cent. "Then," says Herr Fleischer, "we shall be looking to increase our present Japanese dealer body from 34 to between 80 and 100 selling 15,000 cars a year by the mid 1980s."

He is encouraged by evidence of a change of heart by Japanese car makers who appear to be giving the go ahead to some of their own dealers to handle imports. One Toyota dealer is already selling BMWs. Herr Fleischer believes more will be allowed to follow as the Japanese attempt to appease the growing protectionist lobbies in Europe and America.

Clifford Webb

A way to end an uneasy friendship

'Clearly it has been—with the best will in the world—something which has been a source of worry to the executives.'

Living with a major shareholder who has in the past publicly opposed company policy and whose intentions have not always been entirely clear, can be difficult, as Mr Derek Birkin, chairman of Tunnel Holdings, knows only too well.

Thomas W. Ward, a Sheffield conglomerate whose origins are in the scrap metal business, has been sitting on a stake in Tunnel, giving it 29.9 per cent of the votes, since 1973—a period spanning fundamental changes in the structure and strategy of Tunnel, Britain's third largest cement maker.

Ward's £100m takeover bid for Tunnel, launched over a week ago, arrived when relations between the two companies had been improving after reaching a nadir in 1978. However, the bid—which Tunnel has nevertheless vehemently rejected—has already renewed the old disagreements between the two companies whose business aims diverge and whose style and attitudes differ.

Surprisingly perhaps, Mr Birkin does not feel that the Ward stake has much inhibited Tunnel's development and certainly the one big public battle between the two companies ended in a rousing victory for Tunnel.

But Ward's presence has engendered a sense of unease. "Clearly it has been—with the best will in the world—something which has been a source of worry to the executives. There is always a concern that there is going to be a struggle over things."

The association between the two stretches back to before the last war through the jointly-owned Ribblesdale cement works. For several years after Ward bought its stake in Tunnel from the Danish-based F. L. Schmidt in 1973 relations between the two were excellent.

New management including Mr Birkin—with a background of Henley and Harvard Business School—had arrived at Tunnel about ten years ago to find a highly-centralized structure drawing virtually all its profits from antiquated and ill-run cement operations. It was the least profitable cement company

in the country, which considering it was supplying the Scottish market from the Thames was hardly surprising.

Tunnel, spurred by the 1973 energy crisis, set about cutting back cement capacity. Since 1973 wholly-owned capacity has dropped from 2.6 million to 1.2 million tonnes, although the market share has fallen less from 14 per cent to 8 per cent. It diversified until it drew half its profits from outside cement and a quarter from overseas.

Hand-in-hand with this policy which Ward then with two seats on the Tunnel board supported, came changes in the management structure.

"We were determined to get profits accountability—and to my mind greater interest—further down the line," says Mr Birkin. "Tunnel's chief and general managers answerable for profits replaced works managers at the cement locations, who had neither known or been responsible for profits in the past."

The make-up of the cement oriented board, filled with functional chiefs, such as the sales and marketing directors, was also changed to make diversification possible. Tunnel's board now includes only one functional director, the finance director, and three heavyweight non-executives: Sir Barry Heath, a former GKN chairman, Sir Richard Cave, chairman of Thorn EMI and Sir Charles Ball, a veteran of contested takeovers from his days at Kleinwort Benson and Barclays Merchant Bank.

With the changes in management structure there was a reduction in head office staff. From nearly 300 it stands at about 33 today.

Tunnel's first move into chemicals was a tie-up with

Leigh Interests, and subsequently RTZ in a new process called Sealosafe for disposing of toxic waste—a business which is presently absorbing cash, but which Tunnel reckons has long-term potential.

It was its next move into specialty chemicals which precipitated a public rift between Tunnel and Ward. Headed by chairman Mr Peter Frost, Ward bitterly opposed Tunnel's plan to spend £100m of its £160m cash balances on Barrow Hepburn's chemical business.

In the event, an extraordinary meeting of shareholders on Christmas Eve 1978 voted firmly in favour of the acquisition, which Ward now admits has been a success.

But as Ward's recent bid statement pointed out: "While the specialty chemicals business has proved to be a worthwhile acquisition there would remain the possibility of further conflict with the board of Tunnel if a policy of diversification away from cement were to conflict with the objective of Ward."

It is clear enough from this, that although relations between the two companies have cooled since 1978, the battle which took place then is now being fought on different ground.

Ward, which has held its stake in Tunnel as a first step to a merger, sees the future predominantly in cement. Tunnel, which is now buying another chemicals company—this time in America—for £10m, thinks differently. "We don't want to be dependent on a sector which—let's face it—is used as a regulator by the Government," Mr Birkin says.

Helped by diversification, Tunnel has raised profits from £5m pre-tax in 1973 to £10.5m in the year to March 1980, drawing about a quarter of profits from overseas and a third from outside cement.

The size to which Tunnel has grown to and the fact that specialty chemicals is now the fastest-growing area were both reasons why Tunnel was not expecting the bid from Ward. "Finally, when it happened it was really quite a surprise," says Mr Birkin, adding that in retrospect there was "an awful inevitability about it."

Peter Wilson-Smith



Mr Derek Birkin, chairman of Tunnel Holdings: "an awful inevitability."



Mr David Norman (left) and Mr Peter Hayes of South London Press: inheriting more than a century of tradition.

Breathing new life into a newspaper

It may take a special brand of businessman to do battle with Fleet Street but local newspapers, it seems, are still an attractive enough proposition to secure financing on conventional lines.

Two directors of the South London Press, one of the few remaining privately-owned newspapers in London, have just concluded a financial arrangement with Charterhouse Development Capital enabling them to buy out the existing fragmented family shareholdings and into the bargain raise some £650,000 of permanent equity capital.

SLP has a distinguished history having been founded more than a century ago by James Henderson, best known for his campaign against the newspaper tax which raised the price of *The Times* to one shilling in the 1870s and the publisher who found Stevenson's *Treasure Island*. Like many other local papers it is soundly based on a solid advertising base from local residents and traders and has resolutely beaten off attempts by other local papers to encroach on its territory. Circulation has risen steadily to its present 110,000 for the two editions a week and while not immune from the advertising cycle that afflicts the whole newspaper business it has a proven profit record which pushed the pretax total over £500,000 last year.

But like many other family dominated companies it has been run very conservatively and the two men now taking over the group, Mr David Norman and Mr Peter Hayes who are descendants of the families which bought the paper for £1,500 in 1907, are clearly keen to exploit the potential.

What pushed Mr Norman and Mr Hayes into action was a £3m offer last year from the Croydon Advertiser.

With only 25 per cent of the shares under their direct control, they had no hope of raising loan capital to buy out the other shareholders. Industrial

and Commercial Finance Corporation was approached but the package it proposed did not suit Mr Norman who felt it was asking for too much of the equity.

Enter Charterhouse Development Capital of which Norman had heard from a business contact. CDC was set up three years ago to provide a vehicle for the investing institutions to back small unquoted companies, with Charterhouse itself, which prides itself in its development and venture capital expertise, retaining a 47 per cent interest.

At first sight, the financing needs of SLP appeared to be beyond CDC's capabilities, which limits its investments in any one company to around £750,000. But the essence of the package CDC put together was the price of £1.88m of participating £400,000 shares (equivalent to not less than 21 per cent of the equity capital) could be quickly reduced to around £650,000 of permanent equity.

One of the few occasions when the deal almost foundered was when the company decided it could make do to go ahead with £400,000 which would not have made it economic for CDC to go ahead; luckily (or not depending on how the two sides sat on) SLP's clearing bank decided it could not put up so much in loans.

Under the terms of the package CDC meets the income criteria that it has for any investment, with the yield on the preference shares around 8 per cent net at present and likely to rise sharply as profits at SLP benefit from the normal cyclical upturn, and the £150,000 investment in new technology which is now being undertaken.

Given a free hand Mr Norman says that he would have preferred to have remained independent. He concedes, however, that the Charterhouse link could be useful should the group decide to diversify.

Ronald Pullen

A revolution in thinking in the ship repair yards

Four years ago most shipyard workers in the United Kingdom would have agreed that the age of private ownership in the industry was finished—and the sooner the better.

Now, reeling from massive redundancies and the prospect of a below inflation rate pay settlement this year, many are starting to question the virtue of the private-to-state change-over.

The shipbuilding yards have borne the brunt of massive redundancies and closures with about 15,000 jobs lost since vesting day in July, 1977, and several yards closed. Now it is the turn of the men in the ship repair yards to feel the pinch.

Nowhere is it being felt more than on the Tyne. The Nationalized Repair Yards Joint Shop Stewards Committee, or the "34-man committee", so called because of the number of men who sit on it, has just agreed terms with the Tyne Shiprepair Group that four years ago would have been unthinkable.

Under the deal, which consolidates a British Shipbuilders plan to make 440 men in the group redundant and concentrate on Tyne-side instead of the five at present in operation, a whole host of restrictive practices are done away with, and a £350-a-man payment is to be made to "buy out" mobility payments to the men remaining in the yards—a move that will cost British Shipbuilders an estimated £700,000.

Other key points accepted by the committee are that inter-changeability and flexibility of labour between yards and trades must be operated to the fullest extent, and without limitation, subject only to a common sense interpretation.

Manning levels are to be determined by the requirements of the job and safety considerations, "and not by past practice". Men for whom no work is available, and who would previously have gone home on idle time pay, will now be put into "excess labour squads" and employed on work to improve the yards.

The scale of the victory for

Industry in the regions

Tyne-side

the employers can be summed up in a clause which hits hard at shop steward's privileges. Full-time stewards are only to be allowed in the "core" yards, that is, Middle Dock, South Shields, and Walsend Dry Docks, but when there is work in other yards a convenor will be allowed to operate there on a full-time basis.

Restrictions on the short-term recruitment of men are to be ended, and services are to be centralized.

One old-established yard in South Shields, John Readhead's, fares better than most: it is going to be connected by a new road to the South Tyne-side core yard of Middle Dock.

The Number One dry dock at Brigham and Cowan's yard, also in Shields, the biggest and most recently built repair dock south of the river, has been placed on

"standby" along with the remaining yards and docks—by British Shipbuilders, although local views on the future of the yard are sceptical.

All the rationalization and re-organization, which most observers agree is long overdue, opens up another avenue that would have been unthinkable only a few months ago. With something approaching realistic manning levels and working practices, private buyers might again show an interest in the ownership of shiprepair yards on the Tyne.

Not that the state has a monopoly on the river, it does not. Smith's Shiprepairers of North Shields is a substantial business which was never nationalized, and practically directly opposite it in South Shields is the Tyne Dock Engineering Company, recently rescued from the receiver by Mr Rab Butler, owner of Clyde Dock Engineering, Glasgow, and a former executive of the Tyne Shiprepair Group.

TDE collapsed with losses in excess of £500,000 in March 1979, and Mr Butler quickly emerged as the man most likely to bring the yard back to life.

But talks dragged on, and doubts about the viability of the yard were raised when the Tyne area Confederation of Shipbuilding and Engineering Unions refused to give its blessing to Mr Butler's plans.

The CSEU clearly did not like the thought of private enterprise staging a renaissance on the river, and voiced objections which, it said, were based on fears that a resuscitated TDE—free of restrictive practices—would pose "unfair competition" to the state group.

As it happens the CSEU's fears have been shown to be justified, but the writing was on the wall long before Mr Butler announced he was going ahead with the TDE rescue.

The Tyne Shiprepair Group has been losing money at the rate of more than £4m a year—a luxury which even British Shipbuilders could not afford.

Now that the 34-man committee has agreed to radical improvements in operating practices within the nationalized yards on the Tyne the gap separating them from TDE is little more than a crack.

Richard Capstick

Monetarist study in perspective

From Professor G. W. Maynard. Sir, Having just read the Treasury and Civil Service Select Committee Report on Monetary Policy, I must agree with Mr Beaumont Dark (March 19) that certain sections of the press have made immoderate use of it for beating the Government. Nonetheless, the report does invite such use and is itself open to criticism.

Mr Beaumont Dark tells us that the committee was not asked to compare the present policy with an alternative one. That fact greatly reduces the value of the report as a commentary on present economic policy. While it would have been reasonable for the committee to have examined monetary policy in isolation if each aspect only was considered (for example, whether the means for controlling money supply are adequate or not, and whether they have been efficiently used), once they turn to the question of its appropriateness for meeting objectives, then clearly some discussion of those objectives and alternative means of achieving them is necessary. We do not find this in the report.

Moreover, there are some serious ambiguities. For instance, the report agrees (para. 3.34) that there has been no "monetarist experiment", yet it says monetary conditions have been tight. As evidence for the latter contention it makes a rather peculiar statement. It says "monetary growth of 20 per cent per annum certainly signals a laxity when inflation is 10 per cent but not when inflation is 25 per cent"; and goes on to show that real money supply (sterling M3) has actually risen over the last two years—that is, money supply and the price level have

risen at roughly the same rate, taking the period as a whole. Whereas the committee is insisting to conclude that monetary conditions have been tight (or at any rate not easy despite a 20 per cent growth in sterling M3), a monetarist might argue that the reason we have (or might soon have) 25 per cent inflation is because monetary policy has been too lax.

The committee refers to other evidence bearing on the tightness of monetary conditions (nominal and real interest rates and the exchange rate), but hedges its conclusions. At the very least, the committee should have asked itself what would have happened to interest rates, the exchange rate and prices and ultimately to United Kingdom industrial competitiveness if money supply had been allowed to grow at an even faster rate.

Finally, in concentrating on what is happening to employment and productivity in United Kingdom manufacturing industry at the present time and disregarding what has been happening during the last 20 years, the committee disqualifies itself from providing a serious critique of the government's strategy. Employment in manufacturing, productivity per unit of capital, share of profits in manufacturing income, rate of profit on capital have all been falling since the early 1960s, even in periods when the nominal exchange rate was being allowed to fall at a faster rate than United Kingdom unit labour costs were rising relative to unit labour costs abroad, that is, when the United Kingdom's real competitiveness was improving.

One can hardly see the view that whatever the stance of monetary policy (or macro

policy in general), the problem facing the United Kingdom economy is the usual of the United Kingdom labour force to accept a product real wage consistent with the productivity of labour and capital manage efficiency permit. Admittedly, the present stance of monetary policy (combined with upward pressure on exchange rate exerted by the sea oil) is exacerbating the profit position of United Kingdom manufacturing; but the absence of trade union willingness to accept an incomes policy under which real money and real agreements could be reached monetary policy is all that have.

In time, a high real interest rate and exchange rate force the rise in the productivity of labour and capital is necessary if the United Kingdom is to compete with countries which have achieved a high level of productivity. Sea oil is providing a cushion to our balance of payments and standard of living.

The committee's report provides a useful examination of the modus operandi of monetary policy as a guide to appropriateness of policy it is less than adequate. Yours faithfully, G. MAYNARD, Department of Economics, Faculty of Letters and Sciences, University of Reading, Whiteknights, Reading RG6 2AA, March 19.

Lord's ruling a 'revolution in tax law'

From Mr J. Denza. Sir, In *Elbeck v Rav* reported in *The Times* March 13, the House of Lords has brought about a revolution in tax law. In particular, it has ruled that the outcome of particular case is not to be taken into account in the contemplation of the huge uncertainty now created through which the bound of the new doctrine will be drawn and expensively. For example, most charitable covenants may now be invalid.

At the heart of Lord Wilford's judgment lies the following passage:

"The capital gains tax created to operate in the world, not that of make-it was a tax on gains (or less losses), not on artificial differences."

In the real world the capital gains tax is the most part—I believe I can estimate of around 70 per cent—tax on a loss. This has indeed recognized not only in the world but in Parliament by Chancellor in his 1979 B speech. The result is a change of belief that the value of the pound is over decades. Pears are pared with apples and gains taxed solely by calling arithmetical differences.

It is on the reversal of reality in the passage above that a judgment based on broad principles of common sense is the narrow interpretation.

Yours faithfully, J. DENZA, Elbeck v Rav, Allfields, Lee House, London Wall, London EC2Y 5AX, March 13.

HMSO prices

From Dr Roger Thomas (or Carmarthen Labour). Sir, Mr McCall (Letters, 16) and Mr Stokes (11 March 16) quote examples of the rising prices of HMSO publications.

Please allow me to add to the flames. *The Health Services Statistics, Wales 1978* was priced at the 1979 edition was raised £3.35; the 1980 edition is priced at £3.00. Admittedly the 1980 edition is 11 pages longer than the 1978 edition, with longer running on 137 page.

It must be difficult for government to argue in light of such figures the intention is to bring down the rate of inflation.

Yours sincerely, ROGER THOMAS, House of Commons, London SW1, March 17.

Fuel duty and exports

From Mr D. G. Franklin. Sir, Under the headline, "A story to be trumpeted round the world," the *Nigeria Daily Times* (February 21, 1980) carried an article from the *Stock Exchange Gazette* which drew attention to the news of a share issue in Nigeria for the Nigerian Cement Company.

Being an expatriate then serving with HM Forces in Nigeria I purchased stock.

In time remittance of dividends became more difficult to achieve. In July, 1967, I noted that Shell Mex and BP royalties of £1m were due to Nigeria and suggested a self-wash regarding to unclaimed remittances, dividends, &c; the point was not accepted by the then Commonwealth Office.

Despite the admission that the problem was worrying many others.

The *Financial Times* of July 27, 1969, commented under "Nigeria reassures" that that country had again attempted to

reassure foreign investors that they are most welcome. The occasion was an address by the then external affairs commissioner to ambassadors of industrialized countries.

At present, dividends for 1973 onwards await remittance from Nigeria. Notwithstanding representations to my member of Parliament early in May, 1979, and through him to Sir Ian Gilmore, the Lord Privy Seal, and Mr Robert Lucas, the Parliamentary Under Secretary of State for the Foreign and Commonwealth Office, who in turn involved the High Commission in Nigeria, nothing has moved apart from an assurance that "it might be some time before the matter is resolved."

On March 11, 1981, I was advised that "the delays are largely administrative and they can usually be best dealt with by meticulously following all procedures required under Nigerian exchange control

Austria it is 27 per cent and in France 31 per cent.

Not only will the increased diesel prices affect all commodities in the United Kingdom, but it will place an additional burden on British exports.

Yours faithfully, D. G. FRANKLIN, Director, David Franklin Limited, Lerpinnere House, 121 Kennington Road, London SE11 6SQ.

Dividend returns from Nigeria

From Mr F. W. A. Spicer. Sir, Under the headline, "A story to be trumpeted round the world," the *Nigeria Daily Times* (February 21, 1980) carried an article from the *Stock Exchange Gazette* which drew attention to the news of a share issue in Nigeria for the Nigerian Cement Company.

Being an expatriate then serving with HM Forces in Nigeria I purchased stock.

In time remittance of dividends became more difficult to achieve. In July, 1967, I noted that Shell Mex and BP royalties of £1m were due to Nigeria and suggested a self-wash regarding to unclaimed remittances, dividends, &c; the point was not accepted by the then Commonwealth Office.

Despite the admission that the problem was worrying many others.

The *Financial Times* of July 27, 1969, commented under "Nigeria reassures" that that country had again attempted to

reassure foreign investors that they are most welcome. The occasion was an address by the then external affairs commissioner to ambassadors of industrialized countries.

At present, dividends for 1973 onwards await remittance from Nigeria. Notwithstanding representations to my member of Parliament early in May, 1979, and through him to Sir Ian Gilmore, the Lord Privy Seal, and Mr Robert Lucas, the Parliamentary Under Secretary of State for the Foreign and Commonwealth Office, who in turn involved the High Commission in Nigeria, nothing has moved apart from an assurance that "it might be some time before the matter is resolved."

On March 11, 1981, I was advised that "the delays are largely administrative and they can usually be best dealt with by meticulously following all procedures required under Nigerian exchange control

regulations. . . ." No doubt company secretary and many registrar have, and time to do that since when initial delays began.

Of the number of the left may I through your own ask anyone experience difficulties in obtaining remittances from Nigeria to be known. In turn I will pass information to the Foreign Commonwealth Office, may then realize the size the matter and deal with Nigerian government on general principle as well individual cases.

As a conclusion to interwoven and initiative some 21 years ago.

Yours faithfully, F. W. A. SPICER, Bowdler, 2 Barg Cottages, Walsingham All Saints, A12 1JH's Lynn, Norfolk PE32 2ST, March 17.

BY THE FINANCIAL EDITOR

Taking stock of indexation

This Friday will be a red-letter day in the history of United Kingdom capital markets. The first issue of marketable, index-linked government debt goes on sale after years of lobbying by the indexation aficionados. The offer, £1,000m nominal of 2 per cent Treasury Stock 1995, is restricted to domestic pension funds. It will be fascinating to see the kind of price they are prepared to pay for such an investment.

Understandably, many people still feel instinctively uncomfortable about the introduction of index-linked government debt. They see it, however strongly the government may protest to the contrary, as an unhealthy concession in the fight against inflation; they argue that it is potentially extremely costly if inflation is not brought under control; and they feel that it strengthens the government's "unfair" advantage over the private sector borrower.

The first argument is not without point, and one might well feel much happier about seeing the government use indexation in a situation in which the central bank was a

should now that inflation is coming down. Capital ratios are comfortable enough to suggest that there is no immediate need for rights issues until lending volumes start to pick up at home and overseas.

The main challenge for the banks is how they will approach their domestic operations. The 1980 results from the clearers yet again raise all the old questions about the cost structure of the parent banks, since if profits at home are under such pressure when average base rates have actually improved, as they did last year, what is going to happen to profitability when interest rates start to ease.

In previous downturns the banks have been able to protect their margins to some extent by widening the spread between base and deposit rates. Over the last two years competition between the banks and other financial institutions has reduced the scope for this course and indeed the banks may have to compete more vigorously if they are to tap the "unbanked" market, while the Standard Chartered-Royal Bank merger will in the long-term add another force to high street banking.

At the same time the banks have been saddled with an astonishingly high cost structure. The latest profits figures have shown the scars of the high salary increases in recent years. Staff levels have continued to rise through the recession elsewhere in the economy which has reduced the normal natural wastage element.

Already one or two clearers have started to mention the word redundancy, and in at least one instance a working party has been set up to review staffing levels. Current account deposits already cost at least 8 per cent to collect which severely reduces the endowment cushion the banks relied on in the past when interest rates got back into single figures. For the past decade the banks have concentrated on automation as one of the main ways of containing costs, but this is becoming increasingly capital intensive, notably in the new point-of-sale technology.

The main pull case, however, for bank shares over and above their low ratings at the moment is that profits, even if on the way down this year, still represent a better return on capital than in manufacturing industry.

British Sugar The price has gone up

Sometime this week Mr Biffen may make up his mind on the S. & W. Berisford bid for British Sugar Corporation on which the Monopolies Commission has just completed its report. But conditions have changed so much in the 10 months since the £124m offer was unveiled that Berisford may not want to go ahead even if it is allowed to.

The problem is not whether Berisford can raise the cash, but whether BSC is now such a desirable property at the price a buyer will have to pay. Berisford bought its shares in BSC—of which it holds 10 per cent—at around 150p. The market valued BSC at 263p on Friday, thereby valuing the company at around £158m. When Berisfords offered cash and shares worth 207p per BSC share, the sugar producer was worth £112m.

So if Berisford wants to renew the offer it will obviously have to pay much more. Berisford's reserves at the end of 1980 stood at £104m, and there is little doubt that banks would be willing to lend it money. But a bid of £3 a BSC share would need £180m, and at £3.50 the price would be £210m. It is unlikely that Berisfords would want to pay all of this in cash, so a part share offer, resembling the 1980 bid, is an alternative.

The difficulty here is that Berisford's shares have fallen noticeably since last May, from 152p just before the bid to 113p. This partly reflects the one-for-two capitalization issue made by Berisford.

While BSC is currently yielding 8.4 per cent after the classic defensive move of raising its dividend, Berisford is slightly lower, removing one major incentive to BSC shareholders to switch allegiances.

Berisford's attractiveness may also have been weakened by warnings from the chairman, Mr Ephraim Margulies, that the current year is tough going. At best Berisford's profits will be roughly the same as last year's £36m, and at worst they could fall to £30m. BSC, by contrast, is underpinned by the EEC sugar regime. Berisford can still afford BSC—the secretary of state permitting—but it could well decide that the company has become too dear.

Nicholas Hirst on the problems posed by the Budget tax levy on North Sea oil companies

Has Sir Geoffrey gone too far?

Has the Chancellor gone too far in increasing taxes on companies producing oil from the North Sea? It would be extraordinary if the companies did not complain about the tax changes, announced in the Budget speech. They have done so over every increase that has been made less the impression be given that they might be easy prey for yet more changes. But the protests do seem much louder this time. What are we to make of them?

Every government wishes to take the maximum advantage of oil production in its territory while not hitting the producers so hard that they take their exploration and development efforts elsewhere. The problem, as a former deputy secretary of the Department of Energy was fond of saying, is that no government knows how hard it can press the companies until they start to reduce their activity.

Even then it is difficult to tell whether a fall in exploration, such as that which occurred towards the end of the Labour administration, is as a result of over-restrictive financial conditions, or for entirely different reasons such as a drop in the real value of the oil price.

The effect of the introduction of the supplementary petroleum duty at a rate of 20 per cent and other changes to petroleum revenue tax is to take £1,000m out of companies' revenues this year. This is equal to a third of the money likely to be spent on exploration and the development of new fields. The Government's reason for imposing it is to remove the windfall gains made as a result of the increase in the oil price over the past two years.

The companies maintain that the tax changes made before the introduction had already taken care of the rise in oil prices. Returns, they argue, are being forced to unacceptably low levels. Development will be delayed and exploration fall, threatening the continuation of self-sufficiency by the 1990s.

By far the most damaging attack, from the Government's point of view, has come from Mr Philip Shelbourne, chairman and chief executive of the British National Oil Corporation, a man who was appointed by the present Government, a banker of outstanding reputation and a natural conservative.

The impact of what he had to say about taxes in a speech to an invited audience at the Stock Exchange last week was dulled by his attempts to rekindle interest in a North Sea investment fund for industrial investment, but his words were blunt and to the point. North Sea taxes were now too



At work on a production platform in the BP Forties oilfield: will the tax slow exploration rate?

high and had resulted in the cancellation by BNOOC of a small extension of the Thistle field in section six of block 211/18.

Direct warnings have come from others within the industry. Shell United Kingdom has said it is reappraising exploration in deep waters, another important North Sea group has said it is bound to slow up development. Occidental has deferred development of North Claymore and Tricentral believes that North America, where funds are small, is now a more attractive place to search for oil than the North Sea.

But for all the companies' protests,

none have withdrawn from the seventh round of licensing which attracted the largest number of applications of any round so far, and there is every indication that an eighth round would be just as successful.

For all the threats that investment will have to be cut-back, with the few isolated examples already mentioned, there is little evidence of it happening. In fact, cut-backs in investment are unlikely to show up for two years or more. Projects already underway have to be completed and it is only as new projects are evaluated that the effects of the new tax will become apparent.

There can be no doubt that the new tax will have unfortunate effects. By speeding up cash payments to the exchequer it militates against small developments linked to fields already in production. Such investments would, under the old regime, have delayed the payment of PRT, increasing their attraction. The danger of the new tax is that such oil finds may never be developed.

It also increases the amount of reserves required to be found for a profitable development. The companies argue that as finds are becoming smaller, less frequent, and increasingly in deeper, more hostile waters, this is a foolish thing to do.

But just how far it increases the size at which a field becomes marginally profitable and how far that matters at this stage in the North Sea's development, is debatable.

The larger groups believe that the average size of a marginal field may have been increased from 50 million barrels to 150 million barrels of recoverable reserves while smaller operators believe that it may have risen from 20 million to 50 million barrels.

Many more fields of 50 million barrels and over are going to be found, and it is the larger fields that ought to be developed first. The large oil companies have argued that the more knowledge that is gained about the amount of oil in the North Sea, the better, but then it is more in the interests of big groups to explore for reserves that may not be developed for ten or fifteen years, than it is for the smaller companies which have greatly increased their importance and numbers in the seventh round.

The Government is embarking that the increase in taxes will not slow either exploration or development to the extent that self-sufficiency is put at risk. The danger is that it will be impossible to tell that is happening until it is too late. It is wrong to look at these taxation moves as a disguised depletion policy because the development it will effect is beyond the expected surge in output expected in the mid to late 1980s.

So far supplementary petroleum duty has been introduced for an 18-month period only. The Government will need to watch very carefully, that it is not pushing the industry too hard. The changes to PRT continue after that 18-month period, and in some instances they look as harsh as the introduction of SPD. The effects of that must be watched carefully too. As yet, the companies case is not proven, but that is not to say it might not be.

Michael Prest

Marriages of convenience in US mining

'The timing of these bids is not just coincidence or an outbreak of spring madness by oil companies with more money than sense. It stems from two strategic factors—mining companies are cheap and the relative cost of natural resources will rise over the next couple of decades.'

considerably stronger and more independent institution. That said, index-linked debt alone will not allow governments to get away with reflation at will.

The second argument, relating to cost, is misconceived. If the government can sell stock on the basis of a 2 per cent real return—and some investors are talking of buying it on a one per cent real return or less—that can hardly be termed expensive per se. It may be that it will prove expensive if the money is not put to good use, but that is another matter.

It may, of course, be that the nominal cost of repayment will be much higher than the overall cost of servicing a conventional issue with, say, a 13 per cent coupon. But if that proved the case it would almost certainly mean that the 13 per cent stock would have failed to produce a real return.

Investors who cry out for real returns should at least be consistent when they don their taxpayers' hats.

As far as the argument over unfair competition goes, there seems little reason for concern in terms of theory. Is there not, for instance, a strong case in equity for putting all building society finances on to an index-linked footing? And why should companies which happily offered long term real returns to investors in periods of low inflation be afraid (given the right tax arrangements) of seeing their own index-linked stocks now?

The answer, unhappily, is that, whatever the theory, in practice high and unstable levels of inflation make it very much more difficult for the private sector to plan anything sensibly, let alone whether investments with uncertain returns should be funded by conventional or index-linked means. It is really in this sense more than any other that the government's latest addition to its funding armoury could be seen as "unfair" competition.

Banks
Living without windfalls

With Midland Bank bringing the reporting season for the clearers to a desultory close last week, the sector looks to be bedged with more uncertainties than usual, not least because the bank strike will be a crucial test of management's strength. The first tranche of the windfall profits tax will have to be paid at the end of this year, and although the banks have not yet decided how to treat this for accounting purposes, the most likely outcome is that it will appear as an extraordinary charge after tax in the profit and loss account and certainly not as a balance sheet item.

Despite the damage this will do to reputations, the banks appear to be more relaxed about their balance sheets than for some time in the past, as indeed they

Business Diary profile: Edmund Dell, City Social Democrat

In Thursday months of Labour fighting, Tory floor-crossing and Centre for Social Democrats as a party. The new party already has its former Labour Cabinet ministers, in alphabetical order, Mr Jenkins, David Owen, Bill Rodgers and Shirley Williams. On or shortly after Thursday, however, the new party can expect a fifth recruit from Jim Callaghan's front bench. This is Edmund Dell, Labour's "No Minister". No Jim Hacker he, or, according to *The Times*, an accomplished departmental minister, highly respected in cabinet and in Cabinet committees.

Like Roy Jenkins, Dell resigned ministerial office—he was Secretary of State for Trade—not to go into Europe, but to turn to the City. Jenkins is now a part-time director of an organisation called the City of London, Dell full-time chairman of the traders' and merchant bankers' Guinness

Dell, who is 59, would seem ill-qualified for equal billing with the new party with his four former colleagues, but so far at there is little sign. He was among the 100 signatories to the recent declaration of support, but Dell says he is not involved in running the party nor in raising money for it in the City. This might seem a little out of character for a man who was once Secretary of State for Trade, and moreover a man of whom an old friend and former political colleague said "Just see to it that you run things".

Two sides of Dell's character may explain this: one is that he lost what taste he had for politics even before he entered the House 19 years ago, and has even less taste for intra-party feuding.

The second reason why Dell's shoulder is not to the Social Democrat wheel may be that

his former colleagues have yet asked to ask him and Edmund Dell likes to be asked. "All my life I have depended upon opportunities that have come along," he says, and, oh my, how the opportunities have come along.

At Oxford, where he read history after war service with

the Royal Artillery, he was asked to stay on and "help out" teaching the bulk of demobbed undergraduates. He had planned to go into industry, and into ICI in particular, because "I like to run things. It was a very early party in which the opportunity to run things would be present."

His lecturing at an end, he quit Oxford, which he says "terrified" him with the temptation to "sit on your bottom for the rest of your life". Dell headed for ICI and Manchester, where by 1963 he was running things indeed in what is now ICI's organic division, where he was head of the Indian sub-continent operation.

But this time, too, he had long been active in local Labour politics, and was a member of the City Council. It was from Manchester rather than Westminster his fondest political memories spring.

The councillors, Labour or otherwise, were "a group of intelligent people trying to see how best to run Manchester". Of Westminster, he says: "I don't think anyone who has spent a significant time in industry can believe these service party parties in the Commons are of interest or value to anyone."

He is pleased, however, to have recommended and later introduced petroleum revenue tax, the state's bid for a slice of North Sea oil profits.

Dell contested Middleton and Prestwich in 1955, lost and, his interest in party politics wan-

ing, did not look for another

And then, in 1963, came along yet another of those opportunities: the safe seat of Birkenhead fell vacant. Dell's nomination was secured for him less by his own efforts than by those of his friends, fellow Manchester MPs and later ministerial colleagues, Joel Barnett and Robert Sheldon.

"I don't suppose any member of Parliament has ever done less to get a parliamentary seat than I did," he remembers. "I'm not interested in party games."

The party, however, was interested in Edmund Dell, whatever his game. Within two years of entering the House he was in office and there, save for the Heath years, and until his resignation in 1979, he remained.

It was during the Heath interregnum that another opportunity presented itself. Dell was introduced by Sir Harold Wilson to Lord Kissin, founder of the modern fortunes and then chairman of Guinness Peat.

Lord Kissin took to Dell and asked him to join the board of what is now the group's Linford associate. After Dell's return to office, Lord Kissin then suggested the minister succeed him on his retirement, which took place two years ago.

When I visited Dell at his office in St Mary at Hill, I produced, as previously I'd said I would, a small tape-

recorder to help me take notes.

"I hope you don't mind..." I began, testing the device, when Dell chimed in: "I do mind, actually... I don't like carrying on conversations in the presence of electronic equipment."

This is a bit rich coming from the man who is also founder-chairman of the Channel Four TV company, but then Edmund Dell is a man who likes to run things, interviews included.

One thing Dell says he would like to see on Channel Four, which goes on air late next year, is people in business having a better opportunity to put their point of view, presumably in the presence of electronic equipment—and being able to discuss their problems "before informed interviewers and before a more informed public".

Dell himself is said to be running Guinness Peat rather more firmly than Lord Kissin, now group president, perhaps at first envisaged.

How long will he continue to do so? Guinness Peat is said to be of interest to two possible buyers, one interested in the trading side, the other—some say Jacob Rothschild—in the Guinness Mahon bank's status as an accepting house.

But if there is more to this than City rumour, what of it? For Edmund Dell, something usually turns up.

Ross Davies



The No Minister: Edmund Dell (centre), former Labour Secretary of State for Trade, who resigned office to take a job in the City, and Yes, Minister actors, Nigel Hawthorne (left) and Derek Fowlds.

The better way to materials handling

Caruthers

College Millon, East Kilbride
Glasgow G74 5LR
Telephone: East Kilbride (0352) 20591
Telex: 777782

FINANCIAL NEWS

Return to market in sight at GRA

By Philip Robinson

The scheme of arrangement entered into by greyhound and property group, GRA Property Trust, as an alternative to liquidation in 1976, could end this year.

It would leave a solvent group owning 11 greyhound stadiums including the White City. The ICI works and staff pension funds securities would have a strategic 26.3 per cent stake. The group is to begin discussions to enter the Stock Exchange's unlisted securities market as a run up to regaining a full quotation.

Agreement has now been reached with Stock Conversion and Investment Trust, which would allow the GRA to continue occupying the White City

Stadium until July, 1983, and possibly until the summer of 1987. Under an agreement in 1988, Stock Conversion had the option to buy the White City for £2m. Under a subsequent agreement the purchase price reduces by £30,000 at six month intervals from January 1977.

Mr Jack Aaronson the GRA chairman, tells shareholders in his annual statement that the majority of creditors have now been paid in full. All that remains is to finish the scheme of arrangement is to quantify claims and settlements of its former subsidiary Kay Bevan, which is in receivership, seek agreement on a £4.5m debt, and £3.74m owed to the ICI pension fund.

Bank Base Rates

ABN Bank	12%
Barclays	12%
BCCI	12%
Consolidated Crdts	14%
C. Hoare & Co	12%
Lloyds Bank	12%
Midland Bank	12%
Nat Westminster	12%
TSB	12%
Williams and Glyn's	12%

* 7 day deposit on sums of £10,000 and over, 9% up to £50,000, 10% over £50,000

Management buy back Sperrin Textiles group

The management of Sperrin Textiles, a Northern Ireland subsidiary of Cope Sportswear, has bought out the company in a consortium with the Northern Ireland Development Agency and Belfast Harbour Holdings of Sheffield.

Sperrin was the sole Cope subsidiary which did not go into receivership with the rest of the group last December, when Yorkshire Bank, the principal bankers, discontinued its support.

Mr W. G. Macky and Mr N. J. Hamilton of Ernst Whinney the accountants, were appointed joint receivers and managers.

M. J. H. Nightingale & Co. Limited

27/28 Lovat Lane London EC3R 6EB Telephone 01-621 1212

The Over-the-Counter Market

Company	Price	Change	High	Low	Open	Close
3.709 Airsprung Group	64	-	6.7	10.5	5.8	
1.250 Armitage & Rhodes	50	-	1.4	2.8	20.6	
11.438 Bardon Hill	189	+1	9.7	5.1	7.1	
7.508 Deborah Services	95	-	3.5	3.8	4.7	
4.612 Frank Horsell	107	+1	6.4	6.0	3.4	
6.501 Frederick Parker	45	+4	1.7	3.8	19.6	
1.554 George Blair	73	+1	3.1	4.2	-	
2.650 Jackson Group	106	-	1.1	6.9	6.5	4.0
16.285 James Burroughs	118	+1	7.9	6.7	9.7	
3.315 Robert Jenkins	325	-2	31.3	9.6	-	
2.460 Scruttons "A"	51	-	5.3	10.4	3.7	
3.303 Torday Limited	215	-1	15.1	7.0	3.7	
2.030 Twinlock Ord	91	-11	-	-	-	
1.986 Twinlock 15% ULS	72	-	15.0	20.8	-	
7.019 Unilever Holdings	46	-1	3.0	6.5	7.1	
12.653 Walter Alexander	100	-	5.7	5.7	5.5	
6.091 W. S. Yeates	261	-2	12.1	4.6	4.3	

Opinions on engineering outlook vary after GKN

Now that the engineering sector has put GKN's figures behind it and is enjoying a phase of relative strength in the stockmarket, some brokers are coming up with buy recommendations.

Mr Ewan Fraser of James Capel took the plunge the day before GKN's announcement, and brought out a circular leading the merits of John Brown. He sees sharp recovery in profits there over the next three years.

The company's profits to end-March 1980 will fall from £21m to £12.4m, he estimates, but by this time next year should be on the way back up to £18.2m pre-tax. Dividends he expects to be maintained throughout at the 1979-80 level of 4.25 net. From experience, he also points out that past swings upwards and downwards at John Brown have been "much more extreme" than predicted, the group's recovery might be equally startling.

Carr Seabag's equity market review for March takes a more sombre view of the entire sector, pronouncing the recent rally in engineering shares to be "unwarranted".

Brokers' views

The reason is the Budget's severe deflationary impact. It has delayed recovery from the current recession by up to nine months, Mr Rochford Young, the engineering analyst argues; and so the sector is best avoided for the moment.

Normally on the floor of the lively but by British standards, relatively small Paris Bourse, elections are a time of intense activity and much excitement. Gesticulating brokers vie to do deals with one another in this auction type of market and, except for those hoping for a conservative victory, orders are to sell. By past standards there is at the moment an air of some placidity.

The main index, that of the Compagnie des Agents de Change, hovers near its all-time high and experienced "bouncers" do not seem worried that a new, and more left wing, president may get in. At this stage of the campaign the polls do not point to a decisive victory by the incumbent, President Giscard d'Estaing, but dealers seem to think that the President will pull smartly away from his main rival, M. Francois Mitterrand, the socialist candidate. With

Catherine Gunn

Analysts confident about Smith & Nephew

This week

Unemployment figures for March showed that the week almost certain to show another increase. Figures for employment in the production industries, overtime and short-time working in manufacturing industries, both for January, and car and commercial vehicle production for February will also be released.

Analysts, reporting on Thursday, is expected to show anything between a £5m loss to £5m profits at the interim stage. The very worst analysts say, could be a £7.5m loss but the market generally is expecting that the interim dividend will be maintained at 3.7p gross. Losses of up to £10m are expected from the December division but profits of between £6m and £7m are likely in the aerospace sector which has a strong order book.

Analysts are looking for profits of some £24m for the year to December from Smith & Nephew, reporting tomorrow. This compares with £22.15m last time and shows that the group is relatively well insulated from the decline in consumer demand. Sales are thought to have grown by about 20 per cent and the dividend will probably be raised in line with the profits increase. The group is likely to grow faster now that it has shed its cosmetic concerns. This will have helped the cash position by some £7m.

It will be another important week for the insurance sector with results from Prudential Corporation, Eagle Star

At Prudential, reporting on Wednesday, analysts are anticipating a net surplus in the £50m-£55m range against last time's £45.5m, reflecting further strong growth—possibly 20 per cent—in shareholders life surplus and rising investment income. This should be more than sufficient to offset an increase in underwriting losses of between £7m to £22m. The M&G Reinsurance subsidiary is likely to have been hard hit by the effects of over-capacity and rate-cutting in world markets and losses could be as much as £6m.

Underwriting losses at Eagle Star are also expected to rise in spite of help from the group's important household business and the effects of index-linking on policies. Speculation about United Kingdom liability losses—£5m was provided in the first half—have led to a wide range of forecasts from analysts.

But because of a big surge in investment income most stockbrokers are expecting an increase in overall pre-tax profits from the previous year's £64.3m. Market estimates range between £69m and £75m.

In the lacklustre insurance brokers' sector, analysts are pinning their hopes on Willis Tovar to prove a long bright spot with full-year results today. At the interim stage last September, the group where Mr David Palmer is chief executive and deputy chairman surprised the market with a profits gain of one-fifth when results from most of its rivals were heading in the opposite direction.

However, against a background of mounting pressure on premium rates particularly in the important United States market, even Willis is not expected to keep up the pace. Most estimates are for a fairly flat second-half, producing a full-year profits gain of around one-tenth to £19m. The market expects Willis to put most rivals in the shade, though, by lifting dividends in line with the profits rise. Maintained payments represent the best hope for most of the other brokers.

TOMORROW—Interims: Anvil Petroleum, Beazer (CH), and Paterson Zochonis. Final: Beaton Clark, Carle's (Holdings), Eric



Mr Alexander Marshall, chairman of Bestobell.

son (LM), Horizon Travel, Lambert, Howarth, Wilkes (James), and Willis Faber.

WEDNESDAY—Interims: A strong Equipment, Becka (A), Bell (Arthur), and Str Final: Bestobell, Carver (R), Church & Co, Cliffe Dairies, Eagle Star, Fife (J), (Percy), Metal Closures, G. Olives Paper Mill, Pruden Rockware, Rotor, Sikkol Lubricants, Slough Estate Wilkinson Warburton, and 1 stonholme Rink.

THURSDAY—Interims: F. ton (W), Chambers & Far Electric & General Invest Trust, Lucas 1980, and 1 Holidays, Final: BBA G. Greenrose, Crosby Ham Coates, Brox, Croxby, Harris Sheldon, Howden (Alexan Group, Kleinwort Benson I dule, Leyland Paints & 1 paper, Manders Holdings, Noble & Lund.

FRIDAY—Interims: Caps Cope, Allman Interim Fairview, Estate, Standard Glenlivet, Pico, Standard I Glenlivet, and Wom Foundry & Engineering, Fi Catalin, Firmin & Sons, I Counties Newspapers, I (Charles), I-thock, Jh Matthews (Bernard), Spa Jackson, and Western & Holdings.

Paris Bourse unruffled by poll predictions

Briefing

Habits seem to have changed on the French financial markets where usually election time means crisis, feverish activity and more often than not, gloom. This time, only a few weeks ahead of the first ballot in the presidential elections which take place on April 25, there is calm, self-confidence and even complacency.

Normally on the floor of the lively but by British standards, relatively small Paris Bourse, elections are a time of intense activity and much excitement. Gesticulating brokers vie to do deals with one another in this auction type of market and, except for those hoping for a conservative victory, orders are to sell. By past standards there is at the moment an air of some placidity.

The main index, that of the Compagnie des Agents de Change, hovers near its all-time high and experienced "bouncers" do not seem worried that a new, and more left wing, president may get in. At this stage of the campaign the polls do not point to a decisive victory by the incumbent, President Giscard d'Estaing, but dealers seem to think that the President will pull smartly away from his main rival, M. Francois Mitterrand, the socialist candidate. With

opinion polls now giving even chances to each candidate it could be right, since as election time approaches the French electorate traditionally moves to the party or man in power. The Bourse did at one time take fright, but that was last December.

After reaching a high of 120 in November of last year, the CAC index fell sharply to end the year at around 103, barely ahead of the 97 figure it started at.

There were two reasons for the fall. One is that towards December the election polls gave the opposition candidate a lead of several points over the President. Some polls even gave a lead of 10 points. That was before the President announced his own candidacy and started to catch up in the polls.

The second reason is more technical and is associated with the expected spending on shares under special incentives for stock market investors.

A law passed in 1973 gives strong tax incentives for people to invest in the Bourse. The

law is named the Loi Monory after the then Minister of the Economy, M. Rene Monory. Under it many French savers placed their money in specially created unit trusts called Sicav—the generic name for unit trusts—Monory.

The Sicav Monory had been so successful that they account for some 2 per cent of the total market capitalization. But even that requires some qualification. The market capitalization is around £23,000m but many of the shares are in the hands of institutions and families and are never traded. The real impact on the active market of the Sicav Monory is perhaps as much as 4 to 5 per cent, according to several observers.

The Sicav Monory investments have to be placed in the market of three monthly intervals and as December approached the market rose in expectation of new money coming in. The same thing is happening now with the March quarter coming to an end. It is one reason why the CAC index has recovered from the November low and is now standing at 112, only eight points below the all time high.

For all practical purposes the market seems to have shut its ears to the cries and alarms of

the elections, and assumed that President Giscard is bound to win. On past experience the market has tended to get its electoral assumptions wrong. At the last legislative elections in March 1978 the market collapsed on the general belief that the Socialist-Communist alliance would win.

In any case, from the Bourse's point of view Mr Mitterrand looks less forbidding than he did some years ago. The alliance with Communists has been shattered, and the two parties are in earnest rivalry. This time there is no ambitious plan for large-scale nationalizations and in any case the presidential election, in case of a Mitterrand victory, would be followed by Parliamentary elections.

But should Mr Mitterrand win there is little doubt that the Bourse would take a serious tumble. A socialist government would not look kindly on the special tax incentives granted by the Loi Monory. The Socialist Party is also firmly against the special tax credit system for dividends.

But whatever happens, in the longer run the French economy is likely to push at least some sectors of the market up.

Roman Eisenstein

Business appointments

Mr D. Boulton to join BICC board

Mr D. H. Boulton is to join the board of BICC as director of corporate planning and development. Mr Boulton, who has been with BICC since 1974, is currently deputy director of the company's operations. He will be responsible for the company's overall strategy and for the co-ordination of its various divisions. Mr Boulton is a former director of the British Iron and Steel Corporation and has extensive experience in the steel industry. He will be joining the board at the end of the month.

Public and Educational Appointments also on page 11

UMIST CHAIR IN CHEMISTRY

A Professorial vacancy exists in the Department, as a consequence of the impending retirement of Professor P. C. Ashmore. It is anticipated that the successful candidate will be an experimental physical chemist with a proven research record. He/she will be expected to participate in the teaching and administration of the Department, to collaborate effectively with industry, and to encourage interdepartmental research and teaching. Applications from candidates with interests in one of the following areas of research will be particularly welcome: Physical aspects of catalysis; Fundamentals of polymer chemistry; Electrochemistry; Surface and colloid chemistry; Solid state chemistry; Molecular and liquid crystals; Physico-chemical aspects of biological processes. Applications of new radiation sources, such as lasers, synchrotrons, but applications from able candidates with fields of interest other than these will also be welcome. Salary will be in the professional range, minimum £15,730 per annum. Requests for application forms and further particulars, quoting reference CH/41/S should be sent to the Registrar, Room ES, UMIST, P.O. Box 88, Manchester, M60 1QD. Completed application forms should be returned to the Registrar as soon as possible.

University of Durham DEPARTMENT OF ENGINEERING SENIOR INDUSTRIAL FELLOWSHIP

Applications are invited from good honours engineering graduates for a three year fellowship in the Department of Engineering. The fellowship holder will be expected to undertake research in the field of industrial engineering and to contribute to the teaching and administration of the Department. The fellowship is open to graduates of any university and to those who have completed a degree in engineering. The fellowship is for three years and the holder will be expected to undertake research in the field of industrial engineering and to contribute to the teaching and administration of the Department. The fellowship is open to graduates of any university and to those who have completed a degree in engineering. The fellowship is for three years and the holder will be expected to undertake research in the field of industrial engineering and to contribute to the teaching and administration of the Department.

University of Cambridge PAUL MELLON PROFESSORSHIP OF AMERICAN HISTORY

Applications are invited for the Paul Mellon Professorship of American History. The holder of the professorship will be expected to undertake research in the field of American history and to contribute to the teaching and administration of the Department. The professorship is open to graduates of any university and to those who have completed a degree in history. The professorship is for three years and the holder will be expected to undertake research in the field of American history and to contribute to the teaching and administration of the Department. The professorship is open to graduates of any university and to those who have completed a degree in history. The professorship is for three years and the holder will be expected to undertake research in the field of American history and to contribute to the teaching and administration of the Department.

University of Bristol CHAIR IN RADIOLOGICAL PHYSICS

Applications are invited for the Chair in Radiological Physics. The holder of the chair will be expected to undertake research in the field of radiological physics and to contribute to the teaching and administration of the Department. The chair is open to graduates of any university and to those who have completed a degree in physics. The chair is for three years and the holder will be expected to undertake research in the field of radiological physics and to contribute to the teaching and administration of the Department. The chair is open to graduates of any university and to those who have completed a degree in physics. The chair is for three years and the holder will be expected to undertake research in the field of radiological physics and to contribute to the teaching and administration of the Department.

NEWLY QUALIFIED LIBRARIAN

Major international firm with superb offices in the city seeks a newly qualified librarian with a degree in library studies and a minimum of two years' experience. The successful candidate will be responsible for the day-to-day running of the library and for the co-ordination of its various departments. The salary is £4,500 plus free lunches and SLL. Applications should be sent to the Personnel Department, 405 6148, Kingsland Personnel (Cons.).

THE TIN PLATE WORKERS COMPANY

Requires a Clerk to the Company

Candidates would need personally to have suitable office facilities. Salary and emoluments to be discussed and agreed.

Applicants should apply to the Master at 128 Park Lane, London W1 by 31st March, 1981.

KEBLE COLLEGE, OXFORD BURSARSHIP

The College intends to appoint to the full-time permanent post of Bursar during the course of 1981. The Bursar, an official Fellow and member of the Governing Body, will have overall responsibility for domestic and financial affairs, for planning and development, for College investments and accounts, buildings and estates.

Applicants, who will be expected to have experience of administration, staff management and finance, should write to the Warden, Keble College, Oxford, OX1 3PG, for further particulars. Applications, including a curriculum vitae and the names of three referees, should be submitted to the Warden not later than 1 May 1981. The successful candidate is likely to be in the age range 35-55.

S. MICHAELS, BURTON PARK, PETWORTH, SUSSEX

Woodard Schools—Southern Division

Applications are invited for the post of HEAD of this independent boarding school for over 200 girls. The successful candidate should be a qualified teacher with a minimum of 10 years' experience in the management of a boarding school. The salary is £12,000 per annum. Applications should be sent to the Headmaster, S. Michaels, Burton Park, Petworth, Sussex, GU24 0JL.

There is a separate house available for the Head. Applications giving full details of qualifications and experience, with the names of three referees, should be sent to the Headmaster, S. Michaels, Burton Park, Petworth, Sussex, GU24 0JL, not later than 21st April, to Mr. R. McNeill, 43, Church Road, Hove, Sussex, BN1 3RD, from whom application forms and further details can be obtained.

University of Durham DEPARTMENT OF ECONOMICS TWO TEACHING COMPANY ASSOCIATE POSTS

Applications are invited for two teaching company associate posts in the Department of Economics. The successful candidates will be expected to undertake research in the field of economics and to contribute to the teaching and administration of the Department. The posts are open to graduates of any university and to those who have completed a degree in economics. The posts are for three years and the holder will be expected to undertake research in the field of economics and to contribute to the teaching and administration of the Department. The posts are open to graduates of any university and to those who have completed a degree in economics. The posts are for three years and the holder will be expected to undertake research in the field of economics and to contribute to the teaching and administration of the Department.

University of London THE LONDON SCHOOL OF ECONOMICS LECTURESHIP IN INTERNATIONAL HISTORY

Applications are invited for a lectureship in international history in the London School of Economics. The holder of the lectureship will be expected to undertake research in the field of international history and to contribute to the teaching and administration of the Department. The lectureship is open to graduates of any university and to those who have completed a degree in history. The lectureship is for three years and the holder will be expected to undertake research in the field of international history and to contribute to the teaching and administration of the Department. The lectureship is open to graduates of any university and to those who have completed a degree in history. The lectureship is for three years and the holder will be expected to undertake research in the field of international history and to contribute to the teaching and administration of the Department.

ROTHAMSTED EXPERIMENTAL STATION HARPENDEN, HERTS. AL5 2JQ

CYTOGENETICIST to join a team working on the genetic manipulation of crop plants.

Qualifications: 1st or upper 2nd class honours degree, with at least two years' post-graduate experience for appointment at the grade of Higher Scientific Officer.

Appointment in grade of Scientific Officer (£4,800-£6,400) or Higher Scientific Officer (£6,075-£7,991) according to qualifications and relevant experience. Non-contributory superannuation.

Apply in writing to the Secretary giving names and addresses of two referees and quoting Ref. 419 by 16th April. Further particulars on request.

COUNTY OF AVON COUNTY TREASURY

Professional Assistant (Econometrician/Statistician)

Salary Scale P01 (4-8) £8,910-£10,005 per annum (£3,066-£10,182 from 1st April, 1981)

To undertake research into the influences on financial markets of monetary policy and the investment of a pension fund currently valued at £115 million.

Applicants should be graduates in econometrics, statistics or similar, with practical experience of applying econometric techniques or holding an appropriate postgraduate qualification.

Previous experience in investment management is not required. Excellent conditions of service, including removal and other associated expenses.

For informal discussion visit Mr. R. C. Barfoot, Senior Assistant County Treasurer (telephone Bristol 2977 ext. 6541).

Further details and application form returnable by April 10th, 1981, from Director of Personnel (telephone Bristol 293525, ansafone on this number after office hours), P.O. Box 11, Avon House, The Haymarket, Bristol BS59 7DE.

NORTH WEST THAMES REGIONAL HEALTH AUTHORITY EMERGENCY PLANNING OFFICER

To meet the new Government directive a senior administrator who may be medically or non-medically qualified is required to assist the Regional Group and District Health Directors Designate in the production of a plan for Home Defence Region 5—Greater London.

The post is whole-time but candidates able to undertake not less than four days a week will be considered. The appointment will be for three years in the first instance.

The salary will be on Scale 23—£10,032-£10,524-£11,020-£11,617-£12,155-£12,736.

Further information may be obtained from Dr. A. S. Mackenzie, Regional Medical Officer North West Thames Region, 121, The Haymarket, Bristol BS59 7DE, ext. 121.

The University of Lancaster LECTURESHIP IN LAW (Re-advertisement)

Applications are invited for a lectureship in law in the University of Lancaster. The holder of the lectureship will be expected to undertake research in the field of law and to contribute to the teaching and administration of the Department. The lectureship is open to graduates of any university and to those who have completed a degree in law. The lectureship is for three years and the holder will be expected to undertake research in the field of law and to contribute to the teaching and administration of the Department. The lectureship is open to graduates of any university and to those who have completed a degree in law. The lectureship is for three years and the holder will be expected to undertake research in the field of law and to contribute to the teaching and administration of the Department.

SOUTHAMPTON THE UNIVERSITY

TEMPORARY LECTURESHIP IN THEOLOGY

Applications are invited for a temporary lectureship in Theology for the period 1 September 1981 to 30 June 1982. Applicants should possess qualifications equivalent to a first class honours degree in Theology or a similar qualification. The salary will be £5,070-£5,530.

Further particulars may be obtained from Mr. R. C. Barfoot, Senior Assistant County Treasurer (telephone Bristol 2977 ext. 6541).

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

SOUTHAMPTON THE UNIVERSITY

CHAIR OF LAW

Applications are invited for a newly established Chair of Law. Further particulars are available from the Secretary and Registrar, The University, Southampton, SO9 5NH, and applications (one copy from each candidate) should be sent to the Secretary by 2 May, 1981. Please quote reference 728/A.

USPG UNITED SOCIETY FOR THE PROPAGATION OF THE GOSPEL

DIVISIONAL SECRETARY

The holder of this post is responsible directly to the Secretary of the Society, and his principal task is to co-ordinate the work of the Divisional Secretaries. The holder of the post will be expected to undertake research in the field of the propagation of the Gospel and to contribute to the teaching and administration of the Society. The post is open to graduates of any university and to those who have completed a degree in theology. The post is for three years and the holder will be expected to undertake research in the field of the propagation of the Gospel and to contribute to the

[illegible]

(Current market price multiplied by the number of shares in issue for the stock quoted)

[illegible]

READER SERVICES GUIDE

BUSINESS SERVICES

1-2-3 Express Typing Service
72 Chancery Lane, London WC2 1-404 5407.
Advisory Promotions Ltd.
Sales from March, P.O. Box 25, Harlow 10162.
Aids-Optical Ltd.
Computer control of plan-paper copiers and microfilm equipment. 01-500 2131.
Berkley Sales Promotions Ltd.
12/15 Chancery Lane, London, W1R 2BN Tel 01-409 1122.
C.M. for Ltd. Compagnie.
1 And St. Dunstons, 10 M. UK representative, 01-589 1189, Tel 02739000.
Dorland Ltd.
Dental and dental supplies, 101-102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

FREIGHT FORWARDING & SHIPPING

Anglo Pacific Shipping Ltd
Far East, Australia, Japan, 01-989 8291.
Anglo Pacific Shipping Ltd
Far East, Australia, Japan, 01-989 8291.
Anglo Pacific Shipping Ltd
Far East, Australia, Japan, 01-989 8291.

GARDENING/FLOREST/ LANDSCAPING

Knowles Ltd
Fruit cages, garden, sports nets, 0108 24342.

MARKETING RESEARCH

BIS Marketing Research Ltd
Industrial M/R/Consultancy, 01-533 0886.
BIS Marketing Research Ltd
Industrial M/R/Consultancy, 01-533 0886.

MORTGAGE BROKERS & INSURANCE

Chubb & Co. Ltd
Insurance, 01-533 0886.
Chubb & Co. Ltd
Insurance, 01-533 0886.

NEWS DELIVERY SERVICES

James Venn & Co. Ltd
Newspapers delivered promptly, 007 8267.

OFFICE EQUIPMENT

ABC Business Machines Ltd
New & second hand typewriters, 01-533 4908.
ABC Business Machines Ltd
New & second hand typewriters, 01-533 4908.

PHOTOGRAPHY

Arms & Bear Photographic Services Ltd
1st class, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

PORTABLE BUILDINGS

Millican & Millican Buildings
Thames 0101713, Tel 017131.

PRINTERS: COMMERCIAL

Castle Printers and Typographers
City, General & Trade, W1 434 1374.

BUSINESS GIFTS & PROMOTIONAL SERVICES

Augusta Gift Products Ltd
Printed gift products, 01-446 2353.
Augusta Gift Products Ltd
Printed gift products, 01-446 2353.

BUSINESS TRAVEL

Business & Holiday Travel Ltd
Civil & group travel services, 01-539 4114.
Business & Holiday Travel Ltd
Civil & group travel services, 01-539 4114.

CATERING - PRIVATE & COMMERCIAL

City Cooks
Catering at home, 01-735 4129, 007 8506/1520.
City Cooks
Catering at home, 01-735 4129, 007 8506/1520.

CLEANING

CareTakers Cleaning & Maintenance
S.D. General Ltd, 01-238 2578.
CareTakers Cleaning & Maintenance
S.D. General Ltd, 01-238 2578.

COACH HIRE

Bushey Travel Transport Co
Bus hire, 01-539 4114.
Bushey Travel Transport Co
Bus hire, 01-539 4114.

COMPUTING SERVICES

Bentley (UK) Ltd
Computer services, 01-539 4114.
Bentley (UK) Ltd
Computer services, 01-539 4114.

CONTRACT HIRE, RENTAL, LEASING

Electronic Cash Registers
Sungate Retail Systems, 01-388 1244.

DELIVERY MESSENGER SERVICES

Chalco Air Courier Ltd
Air courier, 01-727 8551.

DIRECT MAIL SERVICES

Mailgram Advertising Services Ltd
Printing and Direct Mail, 01-439 5191.

EXECUTIVE AIR CHARTER

Aerodent Executive Aviation
Air charter, 01-543 8322.

WORD PROCESSING

Abbott Office Equipment Ltd
Sales, service, repair, 01-533 4908.
Abbott Office Equipment Ltd
Sales, service, repair, 01-533 4908.

KITCHENS & EQUIPMENT

Shingler Kitchen Equipment Ltd
Lighting, 01-533 4908.

LIGHTING

Johns Lighting Centre
Lighting, 01-533 4908.

MUSICAL INSTRUMENTS

Churchill Musical Instruments Ltd
Musical instruments, 01-533 4908.

ORIENTAL CARPETS & RUGS

Archie Oriental Carpets Ltd
Carpets, 01-533 4908.

PICTURE FRAMERS

7 Gals St. Chiswick, W4 3JF
Picture framing, 01-533 4908.

RECRUITMENT SERVICES

Accompanying Services
Recruitment, 01-533 4908.

AGENCIES

Accompanying Services
Recruitment, 01-533 4908.

SHOE MAKERS

Deft
Shoe making, 01-533 4908.

SPECIALISTS SERVICE

Champion Boarding & Quaternary Kitchens
Specialists, 01-533 4908.

BOOKS

J. Ash (Pine Books)
Books, 01-533 4908.

BATHROOMS & EQUIPMENT

British Bathroom Centres
Bathrooms, 01-533 4908.

CLOTHES CARE & HAND LAUNDRY

Chiffon Cleaners & Dyers Ltd
Clothes care, 01-533 4908.

COLLECTORS

Anglo Gold & Silver Exchange
Collectors, 01-533 4908.

CURTAINS, CARPETS & UPHOLSTERY CLEANERS

Crests Curtains, Carpets & Upholstery Cleaning
Curtains, 01-533 4908.

DRESSMAKING/TAILORING

Arneholme Dress Designers
Dressmaking, 01-533 4908.

FURNISHINGS

Bagford Furnishings Ltd
Furnishings, 01-533 4908.

HOME ENTERTAINMENTS

Thomas Holme Music in the Home
Home entertainments, 01-533 4908.

INTERIOR & EXTERIOR

Burns (Willesden) Ltd
Interior & exterior, 01-533 4908.

JEWELLERY

Barclay & Son Ltd
Jewellery, 01-533 4908.

KITCHENS & EQUIPMENT

Shingler Kitchen Equipment Ltd
Lighting, 01-533 4908.

LIGHTING

Johns Lighting Centre
Lighting, 01-533 4908.

MUSICAL INSTRUMENTS

Churchill Musical Instruments Ltd
Musical instruments, 01-533 4908.

ORIENTAL CARPETS & RUGS

Archie Oriental Carpets Ltd
Carpets, 01-533 4908.

PICTURE FRAMERS

7 Gals St. Chiswick, W4 3JF
Picture framing, 01-533 4908.

RECRUITMENT SERVICES

Accompanying Services
Recruitment, 01-533 4908.

AGENCIES

Accompanying Services
Recruitment, 01-533 4908.

SHOE MAKERS

Deft
Shoe making, 01-533 4908.

SPECIALISTS SERVICE

Champion Boarding & Quaternary Kitchens
Specialists, 01-533 4908.

BOOKS

J. Ash (Pine Books)
Books, 01-533 4908.

BATHROOMS & EQUIPMENT

British Bathroom Centres
Bathrooms, 01-533 4908.

CLOTHES CARE & HAND LAUNDRY

Chiffon Cleaners & Dyers Ltd
Clothes care, 01-533 4908.

COLLECTORS

Anglo Gold & Silver Exchange
Collectors, 01-533 4908.

CURTAINS, CARPETS & UPHOLSTERY CLEANERS

Crests Curtains, Carpets & Upholstery Cleaning
Curtains, 01-533 4908.

DRESSMAKING/TAILORING

Arneholme Dress Designers
Dressmaking, 01-533 4908.

FURNISHINGS

Bagford Furnishings Ltd
Furnishings, 01-533 4908.

HOME ENTERTAINMENTS

Thomas Holme Music in the Home
Home entertainments, 01-533 4908.

INTERIOR & EXTERIOR

Burns (Willesden) Ltd
Interior & exterior, 01-533 4908.

FURRIERS

Barclay & Son Ltd
Furriers, 01-533 4908.

KITCHENS & EQUIPMENT

Shingler Kitchen Equipment Ltd
Lighting, 01-533 4908.

Secretarial and Non-Secretarial Appointments

LA CREME DE LA CREME

City/London Bridge/Monument

Super Riverside offices literally on bank of the Thames. Major property investment and development corporation requires top class

SECRETARY/ SHORTHAND TYPIST

as deputy and working to P.A./Private Secretary of 2 joint chief executives. Duties will embrace mainly secretarial with assistance in administrative matters concerning entertainment and travel etc. Salary up to £6,000, with usual big company benefits. It is unlikely that under 25-year-olds will have necessary experience. Please telephone Miss Woodbridge for preliminary appointment on 626 3411.

LA CREME DE LA CREME

ROYAL FREE HOSPITAL
SCHOOL OF MEDICINE
(University of London)

PERSONAL ASSISTANT TO THE SECRETARY

Interesting and demanding work requiring tact, initiative and good shorthand typing. Salary according to qualifications and experience on scale £5,007-£5,851 inclusive. Hours 9.30-5.00, 33 days' leave including Public and customary days. Own office with IBM self-correcting Golfball typewriter. Interest free annual season ticket loan scheme. Further particulars and application form which should be completed and returned to the School Office, R.F.H.S.M., 3 Hunter Street, London WC1N 1BS or telephone 01-537 5385, extension 10.

LA CREME DE LA CREME

Judy Farquharson
Limited
17 Spital Square, London, W1X 5SD
01-432 8224

INFORMATION SUPERVISOR

To run the information department of large Management Consultants. Candidates should be graduate calibre, have a degree in management, be able to supervise staff and have at least 3 years' relevant experience. Age 25-30. Salary up to £4,500.

AREA SALES MANAGER

for leading manufacturer of kitchen appliances, based in Central London. The person must have relevant experience and a really keen interest in cooking. Good communication skills and the ability to fit into a sales team. Salary £24,000 plus £1,000 bonus. (Open to both male and female applicants).

SECRETARIAL

FILM AND TELEVISION PRODUCTION COMPANY

Junior secretary with good shorthand typing standard required. Excellent prospects for right person. Lively progressive company situated in Hamstead/Chiswick area. Salary up to £4,000.

Please telephone Joy 01-743 7501

YOUNG SEC.

Important division of famous TV Network. Controlling sales and marketing of programmes world wide, urgently needs a confident secretary with top skills (£3,100). This ideal career opportunity offers a career with a dynamic and progressive company. Age 20 plus £5,000 plus.

TEL: 637 9922

Prime Appointments

P/A GERMAN TOUCH

Good prospects and excellent salary for a German touch P/A to a German company. You will be responsible for the day to day running of the company. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

TOP BILINGUAL PA

Assist the President to run his business. The person must be bilingual in English and French. Must have a good knowledge of the business and be able to handle the President's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

EXTRAORDINARY PERSONNEL P.A.

A super opportunity for someone really good at the ordinary and extraordinary. The person must be able to handle the President's affairs and be able to handle the President's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

AMERICAN BROKERS

Age 19 £5,000 PLUS BONUS. Specific busy, dealing with American clients. The person must be able to handle the American clients' affairs and be able to handle the American clients' affairs. Salary £5,000 p.a.

588 0174

The Middlesex Hospital Medical School, W.1.

SECRETARIAL

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

YOUNG SECRETARY FOR PUBLISHING

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

COVENT GARDEN BUREAU

53 Fleet Street, E.C.4. 01-353 7696

SECRETARY/ADMIN. ASSISTANT

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

QUICK THINKING, bright, Sec

for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

NON-SECRETARIAL

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

MAYFAIR RECEPTIONIST

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

TEMPTING TIMES

£3.50 PER HOUR

We have temporary assignments in the City for Secretaries with speeds of 100/80 and senior level experience. A £3.50 per hour rate to find your next permanent job or to simply fill in the gaps. Call Crone Corkill 437 1128 West End 626 4233 City

TEMPS

We are Krivy Gips, and we have the best and brightest in town. Call us right now at our Victoria and West End offices on 01-493 3054

NEW HORIZONS are always interested in young people with secretarial skills. Call us on 01-499 9192

SOUTH OF FRANCE, Italy, Austria

Temporary Secretaries. Our clients are looking for secretaries with top skills. Call us on 01-499 9192

TEMPORARY SECRETARIES

Our clients are looking for secretaries with top skills. Call us on 01-499 9192

PART-TIME VACANCIES

Word processing, typing, etc. Call us on 01-499 9192

CHINESE, Part-time secretary

for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

LONDON FLATS

Best part of Chelsea. If you can afford it and want a flat in the best part of Chelsea, call us on 01-499 9192

638 1609

DRAKE PERSONNEL (CONSULTANTS)

OVERLOOKING RIVER ESK

Flat with 1 bedroom with fitted kitchen, lounge, etc. Call us on 01-499 9192

638 1609

DRAKE PERSONNEL (CONSULTANTS)

A UNIQUE OPPORTUNITY TO BUY MODERN DREAM

Home in Essex. Call us on 01-499 9192

638 1609

DRAKE PERSONNEL (CONSULTANTS)

COUNTRY PROPERTIES

Period properties in the Cotswolds. Call us on 01-499 9192

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PROPERTY WANTED

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

OVERSEAS PROPERTY

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

Public and Educational

Appointments also on pages 11 and 18

University of Hull

DEPT. OF PHYSICS POST-DOCTORAL RESEARCH FELLOWS

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PUBLIC AND EDUCATIONAL APPOINTMENTS

University of Waikato
New Zealand

CHAIRS IN MANAGEMENT STUDIES BUSINESS POLICY MARKETING ORGANISATION BEHAVIOUR

The University of Waikato is appointing two Professors of Management Studies. The person must be able to handle the university's affairs and be able to handle the university's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

FLAT SHARING

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

THE Middlesex Hospital Medical School

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

BEST PART OF CHELSEA

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PERSONAL ROLLS-ROYCE & BENTLEY

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

ROLLS-ROYCE

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

1970 ROLLS-ROYCE SILVER SHADOW SALOON

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

MOTOR CARS

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

RANGE ROVER 1978

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PLM 1

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

ROVER 35 VES

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

SITUATIONS WANTED

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

RENTALS

GEORGE KNIGHT
& PARTNERS

GOING AWAY?

Have you thought of letting your home? 22 years' experience of this specialist field means that we are the first point of contact for many of the international banks and corporations seeking quality flats and houses of between three and five bedrooms for periods up to three years. Areas in particular demand are: Hampstead, Hampstead Garden Suburb, St. John's Wood, Northwood. Contact us for that individual service. Central & SW London: 3a Wimpole Street W1 0R 677 7026. All other districts: 9 Heath Street NW5 0J 794 1125

SITUATIONS WANTED

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

FLAT SHARING

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

THE Middlesex Hospital Medical School

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

BEST PART OF CHELSEA

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PERSONAL ROLLS-ROYCE & BENTLEY

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

ROLLS-ROYCE

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

1970 ROLLS-ROYCE SILVER SHADOW SALOON

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

MOTOR CARS

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

RANGE ROVER 1978

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PLM 1

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

ROVER 35 VES

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

638 1609

DRAKE PERSONNEL (CONSULTANTS)

RENTALS

GEORGE KNIGHT
& PARTNERS

GOING AWAY?

Have you thought of letting your home? 22 years' experience of this specialist field means that we are the first point of contact for many of the international banks and corporations seeking quality flats and houses of between three and five bedrooms for periods up to three years. Areas in particular demand are: Hampstead, Hampstead Garden Suburb, St. John's Wood, Northwood. Contact us for that individual service. Central & SW London: 3a Wimpole Street W1 0R 677 7026. All other districts: 9 Heath Street NW5 0J 794 1125

SITUATIONS WANTED

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

FLAT SHARING

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

THE Middlesex Hospital Medical School

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

BEST PART OF CHELSEA

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

PERSONAL ROLLS-ROYCE & BENTLEY

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

DRAKE PERSONNEL (CONSULTANTS)

ROLLS-ROYCE

Well-known young Secretary for a leading company. The person must be able to handle the company's affairs and be able to handle the company's affairs. Salary £3,000 p.a.

638 1609

